F. H. Shirley M.D.
1906

Some Terre Haute Phizes

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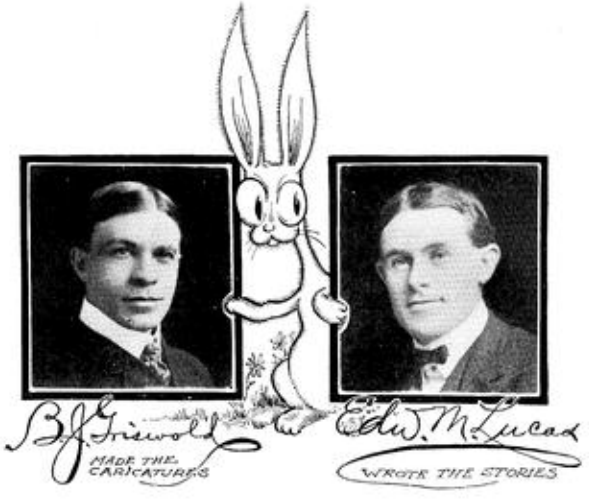
EMELINE FAIRBANKS MEMORIAL LIBRARY


B. J. Griswold
MADE THE CARICATURES
Edw. M. Lucas
WROTE THE STORIES

A FEW WORDS ABOUT THIS BOOK

THIS portfolio of little cartoons, showing "Some Terre Haute Phizes," has no mission whatsoever except to provide a little entertainment for those who examine its pages, and, incidentally, to assist the boys who published it to pay their next winter's coal bills with the proceeds. In giving the history of the men whose faces appear in this volume, we havn't pried into their family affairs. Information of that kind is carefully recorded in family Bibles and the county clerk's books; we would suggest that you interview the neighbors if you want to find out their faults.

We hope everybody in Terre Haute will like the book. If you do not fancy it, please don't tell us about it, as we have done the best we could, and your criticism might make us sad.

E. M. L.
B. J. G.

Terre Haute, Indiana, July, 1905.

Oh wad some power the giftie gie us
To see oursel's as others see us!
It wad frae monie a blunder free us
And foolish notion.

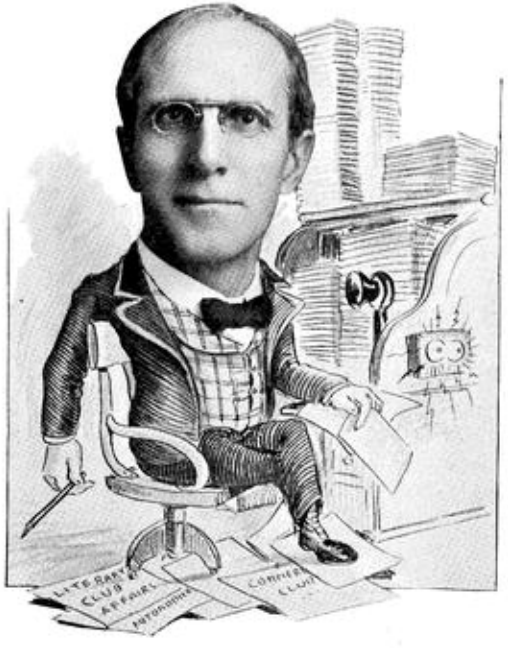
—Bobbie Burns.

EDWIN J. BIDAMAN

NATIVES of the Buckeye state seem to have a happy faculty of "making good" when it comes to politics, and Edwin J. Bidaman, whom no one ever suspected of being a politician, became mayor of Terre Haute by a good big majority in 1904. From the rolling mill up through the police department to the mayoralty chair is quite an achievement, and only possible in the United States.

Youngstown, Ohio, is the birthplace of Mr. Bidaman. After a residence there of six years he moved with his parents to Sharon, Pennsylvania, where he received some schooling and then entered a rolling mill. He was simply following the trade of the family and it was but natural that he should take up this line of work. He came to Terre Haute in 1876 and secured employment at the old nail mill and followed the iron business until 1881. Then for three years he was in the west. Returning to Terre Haute, and for a time being in the employ of the Vandalia railroad company, he was appointed a patrolman on the police force under Mayor Kolsem. He received two promotions, those of sergeant and detective, and quit the force in 1902. In 1902 Mr. Bidaman associated himself with Charles Heggarty in the grocery business at Seventh street and Lafayette avenue. He became a candidate for mayor in 1904. By a majority of 1,612 votes, the largest majority ever given a republican mayoralty candidate, he was elected chief executive of the city, and greatly surprising the opposition. Old politicians were given a "solar plexus" that required months to recover from.

Mr. Bidaman is entitled to the credit of cleaning up the city morally and physically, in the most thorough manner that it has experienced for years. As a believer in municipal ownership, the mayor has investigated the electric lighting business and has reached the conclusion that the city can operate such a plant and give a good service to the public at a reasonable cost. He has advanced views on other subjects effecting the municipality. His honor is a Mason, a Forester, a Knights of Pythias and a member of the Uniform Rank Company No. 3.



SPENCER F. BALL

SPENCER F. BALL was busy enough when he was the business manager of the Gazette, one of the best newspapers that Terre Haute ever had, and it was thought possible he might relax just a little after the Gazette was discontinued, but he hasn't. He is just as busy as ever.

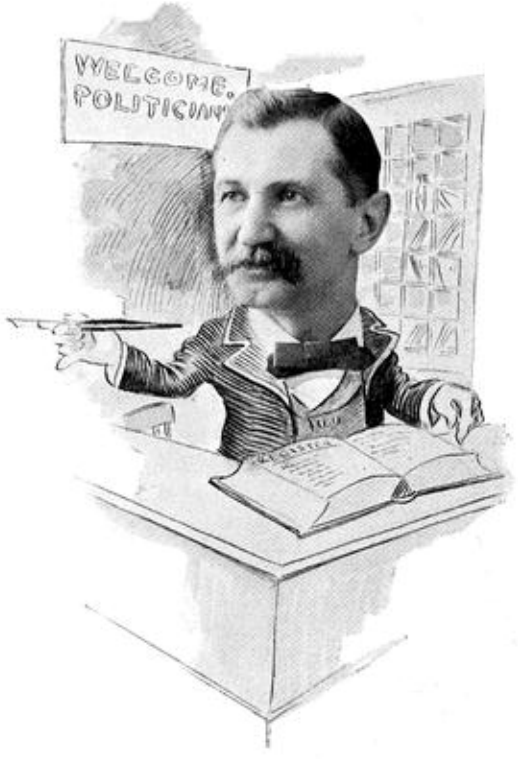
As a trustee of the Savings Bank and a member of the finance committee, secretary and treasurer of the Terre Haute Automobile Company, president of the Krumbhaar Land Company, and chairman of the manufacturing committee of the Commercial Club, time does not drag on his hands, yet he is one of the most active members of the Terre Haute Literary club and keeps abreast of all that is going on in this very interesting world. Mr. Ball has not neglected his social side and is also president of the Country Club. He likes the game of golf very well but does not point with pride to his record on the links. "My game is really a joke," said Mr. Ball in speaking of the sport.

Mr. Ball is a native of Terre Haute and grew up in the newspaper business. While yet a boy he carried the old Mail, and after graduating from the high school became route manager for the Gazette, which was then owned by Mr. W. C. Ball and John S. Dickersen. For a time he added to his duties by keeping books for the Daily Journal and in 1874 became one of the owners of the Gazette. At the time of his retirement from the newspaper business he had been associated with his brother, Mr. W. C. Ball, in the publication of the Gazette for thirty years. He is a "tariff for revenue only and a sound money democrat."

NICHOLAS FILBECK

THE fact that politicians have always been welcome at the Filbeck house has tended to add to its popularity. Mr. Filbeck himself is not averse to talking politics, and he has always taken an interest more or less in the Vigo game. Politics is a real science in this particular locality and it requires a great deal of discussion, as a rule, to perfect the different moves that will result in victory for the party.

Vernheim, Hesse Darmstadt, Germany, is the place where Nicholas Filbeck was born and he became a resident of Indianapolis when he was three years of age. In 1853, ten years later, his parents moved to Terre Haute and they brought Nicholas along with them. The future politician and hotel keeper attended school at the Old Seminary and the German Lutheran school. He worked during his vacations in the grocery and bakery of his father, Philip Filbeck. When he was nearing eighteen years of age he enlisted in Company E of the Thirty-second Regiment, the German Regiment, and served his country faithfully from 1861 to 1864. Mr. Filbeck still carries a reminder of the "late unpleasantness," having a lameness of the right leg as the result of a bullet wound received at the battle of Stone River. When mustered out at Indianapolis Mr. Filbeck returned to Terre Haute and took charge of the Cincinnati House which he conducted for four years. He then purchased the old Monitor at Fifth and Cherry streets, managing this hotel from 1869 until 1873, when he received his appointment under President Grant as postmaster, and also served under President Hayes. In 1882 he bought back the Monitor and in 1894 erected the present modern hotel. In politics "Nick" Filbeck has always been a republican and has been county chairman and secretary of the county committee. Although not as prominently identified with politics for the past four years as formerly, he still takes considerable interest in the campaigns. In fact he can't very well help doing so.



RESOLVED:
That I am glad that everybody hasn't got a megaphone voice like mine - otherwise they'd have no use for telephones
C. R. D.
RACE MEET PROGRAM

CHARLES R. DUFFIN

SOME people imagine that a telephone can be installed within fifteen minutes after an order is given but if you will just take the time and listen to Charles R. Duffin, general manager of the Citizens Telephone Company, he will tell you more about 'phones than you ever dreamed of. And he will convince you, too, that it is much easier to "string" the people than it is to string wires.

Mr. Duffin came to Terre Haute in 1876. He was fifteen then and had a very hazy idea regarding his future. Pana, Illinois, had been his birthplace, and his father, who was a railroad contractor, had lived in several different towns in Ohio and Indiana. Charlie had received just twenty-four months of schooling when he landed in Terre Haute and realized that the world was rather a chilly proposition. In exchange for something that would satisfy the inner man, the boy from Illinois accepted a place in a restaurant. Next he was salesman in a secondhand store which afterwards became a first-hand store, and the selling ability of Mr. Duffin soon attracted attention. For four years he traveled and sold goods for the firm of Robinson & Sons, wholesale dealers in notions. He spent thirteen years in the same capacity for the Fecheimer & Keifer Clothing Company, of Cincinnati. During all of this time Charlie made up for any lack of education by close study and application and developed an ability to see what was going on about him.

He organized the Citizens Telephone Company in 1901. This company began as a small institution, but today represents an investment of over $200,000. The company has nearly two thousand local subscribers and furnishes a toll service that is second to none. Mr. Duffin is also interested in making Forest Park a popular place of recreation. He was the organizer of the Forest Park Coal Company.

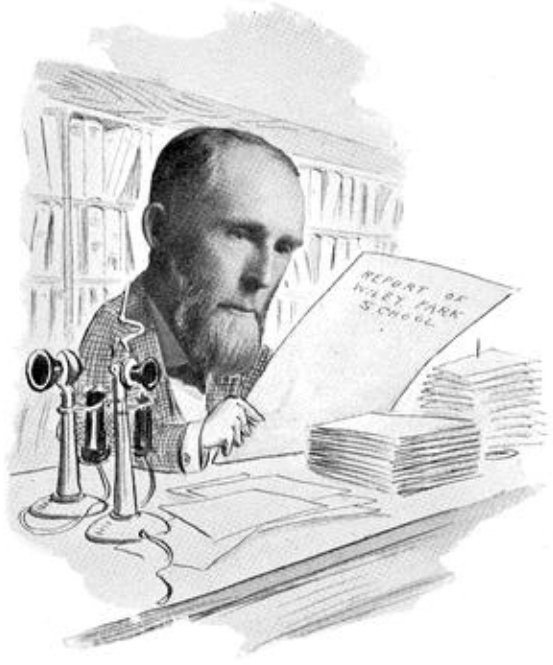
When Post G., T. P. A., was established, Mr. Duffin was its first president, and in 1898 was honored by being elected National President of the Travelers Protective Association. As an organizer Charlie has great ability, and he has contributed no little amount of his time to the success of the Terre Haute Trotting Association as its secretary. He is one of the dependable hustlers when it comes to county fairs and carnivals. Mr. Duffin is a member of the Elks, the K. of C. and the K. of P.

JOHN E. LAMB

MR LAMB, whom we see here in a characteristic attitude, is one of the best known members of the Terre Haute bar. It perhaps can be said of him that he has defended more men charged with murder than any other lawyer in the state and undoubtedly has a record that few men in criminal cases can offer as a parallel. In all of the numerous murder cases, Mr. Lamb has been so successful that but two men whom he defended were convicted.

Mr. Lamb is a native of Terre Haute. Upon his graduation from the high school he was made deputy treasurer of the county for two years and during that time studied to fit himself for the legal profession. Then he went into the law office of Daniel W. Vorhees and Judge A. B. Carlton. He was admitted to the bar in 1873 before he was of age. He filled his first public position when he was appointed prosecuting attorney by Governor Hendricks. Then he was elected to the office in 1876, serving three and one-half years. When the law partnership of Vorhees and Carlton was dissolved Mr. Lamb became the junior partner with Judge Carlton. He was elected to congress in 1882. The district at that time was heavily republican but Mr. Lamb received a majority of 280 votes. He served in the Forty-eighth congress and was a member of the important committee on foreign affiars. Mr. Lamb, following his congressional term, served one year as district attorney under President Cleveland, resigning the position to make the race for congress again, but was defeated. In 1893 Mr. Lamb formed a partnership with John T. Beasley and in 1904 Judge Sawyer was admitted as a member of the firm. Perhaps no firm of attorneys in the state enjoys a better reputation in civil law.

Mr. Lamb has always been active as a democrat. He was a delegate to the National convention in 1892 that nominated Cleveland. In 1896 he was a delegate to the convention that nominated Bryan and in 1904 was a delegate and chairman of the Indiana delegation which nominated Judge Parker.



WILLIAM H. WILEY

BUT one other man in the middle west has a greater record for continuous service as a superintendent of city schools than William H. Wiley, of Terre Haute. For forty years Mr. Wiley has been connected with the public schools of the city, thirty-six years of that time as superintenednt.

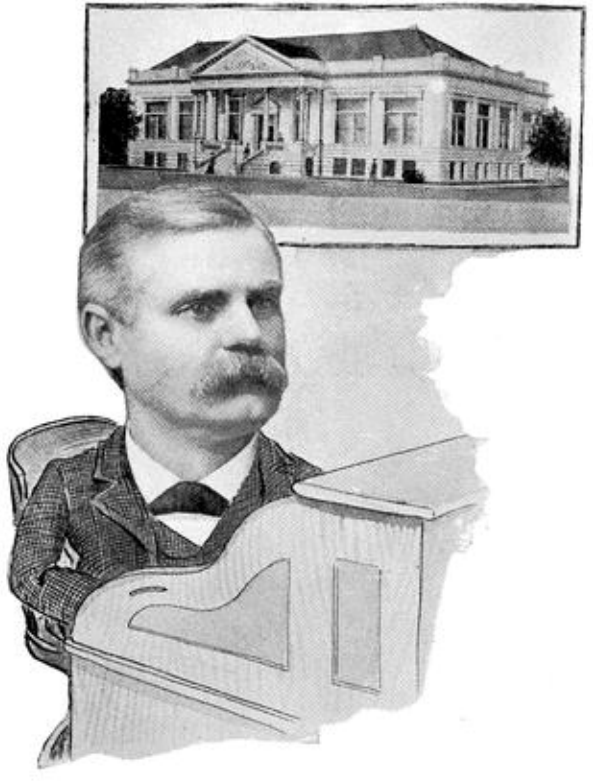
Mr. Wiley was born on a farm in Rush county, Indiana, in 1842. At seventeen years of age he attended Butler University, entering the preparatory department. He was graduated after five years, receiving the degree of A. B. His master's degree was granted him from the same school in 1867. His first years' teaching was in a country school and a small academy at State Line City. In 1865 he came to Terre Haute and accepted the principalship of the Fourth district school in the month of April. He was next elected principal of the high school and served four years. He became superintendent of the schools June 3, 1869. When Mr. Wiley came here he was the sixteenth teacher to be employed by the school board. Now the city has 236 teachers, with 8,700 pupils. The growth of the schools has been very great, but there has been no lack of efficiency in all the years that Mr. Wiley has been at their head.

Superintendent Wiley has been honored by his fellow educators several times, having served as president of the State Teachers' Association and of the Southern Indiana Teachers' Association. He has been a member of the Literary club almost from its organization. In church work he has been active and is now a member of the board of trustees of the Central Christian church.

FRANK M'KEEN

IT might be truthfully said of Mr. McKeen that he is a "born banker," for he was indeed born within the walls of a bank building. The Terre Haute "Branch" of the Bank of the State of Indiana, now known as the "Old Curiosity Shop," on West Ohio street, was, back in the fifties, the most pretentious structure in the old town. Mr. W. R. McKeen, father of Mr. Frank McKeen, was at the time of the latter's birth, the cashier of this bank and resided with his then small family in the residential part of the building, and it was while they lived in this building that Mr. Frank McKeen first saw the light of day.

After completing the common and high school course of study Mr. McKeen went into the banking office of McKeen & Minshall, and there he has been ever since except an interval of a couple of years during which he visited the old countries "across the big pond" and spent a year or more in the treasurer's and paymaster's office of the Vandalia railroad. Mr McKeen's achievements however, have not been restricted to the banking line, for he has been very prominently identified in former years with the management of the fairs and race meetings held over the Terre Haute race course, his most ambitious effort in this line being the race meeting given by the Vigo Agricultural society, of which Mr. McKeen was at the time the president and leading factor, in 1894. The total amount of the purses and stakes raced for during that six days meeting was the enormous sum of $93,000, being the largest amount ever contested for by harness horses at any one week meeting in this country. It still holds this record. This meeting also cleared more profit for the association than any meeting ever held over the Terre Haute track, the resulting profit amounting to between $18,000 and $19,000, the association at the time being in hopeless bankruptcy until this great meeting put it once more on its feet. The banking business originally founded by McKeen & Tousey in 1855, and of which during the past fifty years Mr. W. R. McKeen has continuously been its senior partner, will this fall desert the constantly diminishing list of private bankers and will become the McKeen National Bank of Terre Haute, with a combined capital and surplus of $500,000. The management will continue as heretofore and the bank remains as in the past, in the front rank of our financial institutions.



CRAWFORD FAIRBANKS

ALTHOUGH identified with a large number of different companies, having extensive interests in many different places, and a man of large affairs, Crawford Fairbanks is essentially a Terre Hautean in every sense of the word. Perhaps no single citizen has a wider acquaintance over the country than Mr. Fairbanks. His position in the business world is an important one and he has done much to benefit his native city. A timely gift, and one very much appreciated by Terre Haute is the Emeline Fairbanks Memorial Library, which is now under construction. This handsome structure when completed will represent an outlay of nearly $75,000. As a memorial to his mother, Mr. Fairbanks could have not performed a more gracious act and one that will be more lasting in its good.

Mr. Fairbanks was born in Terre Haute April 25, 1843. His father, Henry Fairbanks, was one of the best known of Terre Haute's early citizens, and at the time of his death was mayor of the city. Mr. Fairbanks received a common school education and began work in life very early. At the outbreak of the civil war he enlisted in the 129th Indiana Infantry and was a first lieutenant. He was with Sherman in his march to the sea and left the service with an excellent record. For several years he was in the grain business and then engaged in distilling. He operated the plant of the Terre Haute Distilling Company for several years and in 1889 organized the Terre Haute Brewing Company, now operating one of the ten largest breweries in the United States.

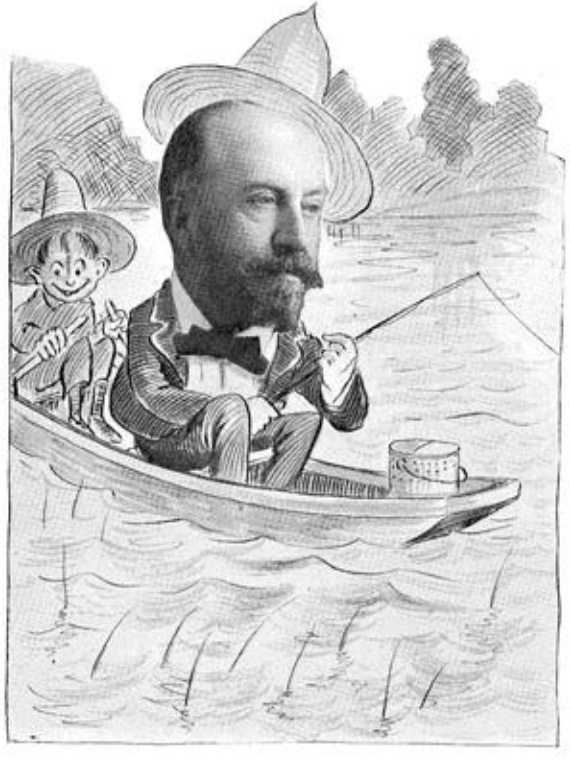
Mr. Fairbanks is never too busy to give a word of advice to worthy young men and many a young man has risen to a place of affluence and usefulness through his assistance. He is a member of the Masonic order, the Benevolent and Protective Order of Elks, the Loyal Legion and the Grand Army of the Republic.

SAMUEL E. GRAY

POSTMASTER SAMUEL E. GRAY has actually carried the mail and the accompanying sketch is no exaggeration so far as the performance of such a duty is concerned. Several times business men have been waited on by the postmaster who has taken the place of a sick carrier and thus maintained the efficiency of the service.

Mr. Gray enjoys an extensive acquaintance in the country as well as in the city, probably because he was reared on a farm and is more or less interested in agriculture. He first saw the light of day on a farm four miles east of the city, and is not ashamed of the fact that he followed the plow, mowed the hay and shucked the corn, thus building up for himself a strong and rugged constitution that has served him well in public life. In 1892 the future postmaster moved to the city and began putting on city airs. He became a deputy in the office of County Auditor James Souler in 1895 and still continued to cultivate the friendship of the farmers which stood him in good stead when he was appointed postmaster in 1901 upon the recommendation of Congressman Holliday. Mr. Gray filled the bill so well that no opposition developed to his re-appointment and he is now serving his second term in an office that will soon rank second in the state.

While not aspiring to a military career the postmaster has had such honors thrust upon him. He has served as captain of Canton McKeen and has filled every chair from vice-grand to representative in the Grand Lodge of the Odd Fellows. He also belongs to a half dozen other lodges among them the Elks. The postmaster loves good Jersey cattle and is a crank on pacing horses.



ADOLPH HERZ

IT is rather difficult to imagine Mr. Herz seated in a boat trolling for bass, with a small boy furnishing the steam for the paddles, but Terre Hauteans who have been to Lake Maxinkuckee report that they have seen a living picture very much like this. We say it is difficult to imagine Mr. Herz enjoying a vacation, for he is about the busiest man in town when at the Herz Bazaar or on his way to a meeting of the Commercial Club. Mr. Herz possesses the happy faculty of leaving business cares behind when he goes to his summer cottage and naturally when he returns to the store with his face and arms tanned he feels like knuckling down to business for a spell.

Schw. Halle, Wurtemberg, Germany, was the birthplace of Mr. Herz. The future Terre Haute merchant was born in 1843. While yet a boy he had his eyes on the New World and succeeded in landing in New York City in the year 1866. He was in the east but a year when he journeyed on west to Terre Haute. He was favorably impressed with the town and decided to remain. He was first in the employ of Joseph Erlanger, merchant tailor and embarked in business for himself in 1869, establishing a store on South Fourth street between Wabash avenue and Ohio street. Then he moved to Wabash avenue where he could cater to a larger trade. The Herz Bazaar is a monument to the energy of its founder. It is the largest specialty store in the middle west. Employment is given to one hundred and sixty-five persons and the volume of business is constantly increasing.

Mr. Herz is president of the Commercial Club, a director of the Rose Orphan Home and is interested in all that adds to the welfare of the city.

WILLIAM RILEY M'KEEN

FOR over half a century William Riley McKeen has taken an interest in everything pertaining to the welfare of Terre Haute. Although he is not as active now as a few years ago, much of his work and responsibilities having been shifted to younger shoulders, he is easily our foremost citizen. Mr. McKeen has endeared himself to Terre Hauteans because of his democratic manner, his enduring friendship and his rugged honesty.

Mr. McKeen has evidently believed in the old adage about the rolling stone, for he was born and reared in this county. He has met with his greatest successes at home and Terre Haute, to him, is the dearest spot on earth. Mr. McKeen was born October 12, 1829. He was the eldest of a family of five children and early started to work, after receiving a common school education. At the age of seventeen he was a deputy clerk in the county clerk's office where he remained two years and then accepted a position as clerk in the State Bank of Indiana. He was promoted to the position of cashier. In 1855 he established "McKeen's Bank." Perhaps Mr. McKeen became best known when he was president of the Vandalia railroad, a position which he filled with credit for twenty-nine years. No man ever connected with the Vandalia enjoyed a greater popularity among the employes of the system than "Riley" McKeen.

The McKeen bank celebrates its fiftieth year of existance by becoming a national bank this year, one of the latest of the private banks to come under government supervision. While always giving much of his attention to banking, Mr. McKeen has been interested in numerous enterprises and is a holder of much real estate in Terre Haute and vicinity. He has been interested in the raising of fancy stock at Edgewood farm and enjoys nothing better than a social hour with his friends at the Fort Harrison club.

Mr. McKeen's services to the republican party are well known, though he has never held a public office. He has been a national delegate to republican conventions and was a member of the committee that notified President Roosevelt of his nomination.

DAVID W. HENRY

AFTER a good many strenuous years in politics and public life we have produced a picture of David W. Henry as a private citizen, enjoying his cigar and scanning a map of some coal and oil territory in the west. It is strange that the public hardly takes a man at his word when he says he is "out of politics" but we are bound to believe Mr. Henry, for he is so busy these days that he has but little time for politics. Active all of his life, it is safe to say that the judge is busier now than ever. While the law has always been his first love, the man with legal experience can find a remunerative channel for his efforts along other lines now, and Mr. Henry is devoting the major part of his time to some pretty big interests.

In the year that Daniel Webster died—1852—Mr. Henry was born in the little town of Negley, Columbiana county, Ohio. He became a Hoosier when six years of age, his family locating near Jasonville. He started out very early to get his education and attended school at Farmersburg, and at Mt. Union, Ohio, college. Before he was eighteen years of age he was teaching school. His legal education was received at the Central Law School of Indianapolis. His teaching had well fitted him for the study of law and from the time that he located in Terre Haute he has been recognized as one of the leading members of the bar. He was associated with Davis & Davis for some time, and when H. D. Scott was appointed circuit court judge Mr. Henry succeeded to his business. Mr. Henry served two terms as prosecutor of Vigo county, was elected judge of the superior court in 1894 and was on the bench three years, resigning to accept the appointment of collecter of internal revenue for the district under President McKinley.

Mr. Henry has served his party faithfully and even now cannot help taking a passing interest in events republican.

JOHN R. PADDOCK

TING–LING–LING!

"Hello; yes, this is the postoffice. Is there a cyclone coming? We haven't heard of any."

And at the other end of the line there is an angry woman. This is one of the many funny queries answered by Assistant Postmaster Paddock in a single day. If you think it is a snap to be assistant postmaster ask him about it.

While attending to the manifold duties of assistant postmaster, John R. Padock has found time to achieve some distinction as a chorus singer, end man, monologist and a singer of topical songs, and has even managed one of the most notable minstrel entertainments that the local lodge of Elks has ever presented. It is not given to many men to achieve fame at a single bound but this is what happened when Mr. Paddock sang that topical song, "Rip Van Winkle Was a Lucky Man." at an amateur production given by the Elks, remembered as "Anchored." The Grand was packed to suffocation when the singer appeared in full evening dress and began the song. Scarcely had the first words died away when loud applause followed. Encore after encore was answered until forty verses of the song were sung The singer and the song will never be forgotten

"John Ray" was born on North Seventh street on the first lot north of the Rose Dispensary. This was in 1868. He still lives on the same lot but not in the same house. For a time he was employed by the Havens & Geddes Company in the wholesale dry goods business For ten years he was in the McKeen bank. Then he was associated in the gents' furnishing business with James Hunter and retired from the mercantile business to become assistant postmaster under Postmaster Gray, in 1901.

OSCAR G. DERRY

OSCAR G. DERRY, the republican member of the school board, who was selected for that position in 1904, believes that the poor boy and girl should be well equipped in every way for the battle of life and for this reason is an advocate of the manual training school. If he has a hobby, this is one and worthy of attention Mr. Derry will feel that he has accomplished something for his fellow man if he is responsible for a sentiment in favor of such a school that in time will crystallize into a reality.

Mr. Derry was born on a farm near Springfield, Illinois, in 1863, and worked on a farm until he was twenty years old. He received a common school education and then entered into the mercantile business with his father at Lovington, Illinois. After four years at Lovington he came to Terre Haute in 1886. through the influence of his present business partner, Mr. S. L. Fenner, and entered the employment of Townley Brothers, hardware dealers. He was with the Townley company twelve years, ten of which were spent on the road as a traveling salesman. For one year he was a salesman for an Indianapolis hardware house and then became a member of the Fenner Hardware Company, being secretary of the corporation. Hardware and building supplies are sold by the company and an extensive business is done.

When Post G, of the T. P. A., was organized in Terre Haute fourteen years ago, Mr. Derry was a charter member. He is a Mason and an Odd Fellow, and in politics has always been an ardent republican. As a lover of outdoor sports he enjoys seeing a baseball game better than any other athletic sport. As a boy he played baseball and still shows the marks of a bad "muff" which dislocated a knuckle joint.

HENRY C. STEEG

NO more worrying about the colored vote, no more losing of sleep over the Irish vote, the German vote or any other kind of a vote. Henry C. Steeg is now giving his time to business, and politics have been thrown into the waste basket.

It is a safe bet that there isn't a better known man in Terre Haute today than ex-Mayor Steeg. His genialty has won him many friends and no matter what the circumstances, he has always a smile for his friends.

Besides the distinction of having served as the democratic mayor of Terre Haute for two terms, Henry C. Steeg is known in Putnam county as the man who built the first stone road in that section. Limedale, Putnam county, is the birthplace of Mr. Steeg, and the year of his advent was 1857. He worked on a farm and in a stone quarry owned by his father until he aspired to a higher education, and, upon finishing the graded schools, went to the Roanoke Lutheran College at Salem, Virginia. After two years at college he returned home and engaged in farming and also gave considerable attention to quarrying. In 1882 he became a contractor and it was then that he built Putnam's county's first stone road.

In 1885, Mr. Steeg established himself in the building supply business in Terre Haute. Ernest L. Reiman became his partner in 1887. In 1891 a company was incorporated with Mr. Steeg as secretary and treasurer, E. E. Reiman president and general manager, and E. L. Reiman vice-president.

Mr. Steeg entered politics in 1888, becoming a councilman from the old Fifth ward. He was defeated for the same honors in 1896, and two years later, in 1898, ran for mayor on the democratic ticket, winning out by 691 majority He was re-elected in 1902 by 1,047 majority, but was defeated by Edward Bidaman by a sufficient majority in 1904. Besides being interested in the building supply business, Mr. Steeg is vice-president of the People's Brewing Company, president and general manager of the Waveland Stone Company, and is interested in the Merchants Ice Company. He is a member of all of the Masonic bodies and belongs to a number of other lodges and organizations.

CHARLES E. M'KEEN

BELIEVING in the old adage that "cleanliness is next to Godliness" Charles E. McKeen has endeavored to do his duty. Washing has been reduced to a science by modern methods and for this the tired housewives have to thank the laundrymen who have made their paths much easier. If you do not believe that the laundry has "evoluted" along with other modern utilities, just visit the new Columbian laundry recently completed by Mr. McKeen.

Just how McKeen happened to get into the laundry business is not known, but it is enough to say that he has made a success of it Born at Martinsville, Illinois, in 1861, Mr. McKeen's parents brought him to Terre Haute before he had cultivated any great love for the boundless corn plains of the Sucker state. He is one of the many Suckers in Terre Haute. About the first work Mr. McKeen did when he finished his common school education was to twist brakes on the Vandalia between Terre Haute and Indianapolis and later between this city and Logansport. Then he went into the furnishing and clothing business for two years. After a brief period at railroading again, Mr. McKeen established himself in the laundry business at Logansport and moved to Terre Haute from the "Bridge City" in 1895. His laundry was first located at Second and Main streets and then at Eleventh and Main streets. The business has steadily grown until a new building was required and the Columbian laundry now occupies one of the largest and best buildings of its kind in the state.

Mr. McKeen was honored with the presidency of the National Laundrymen's Association in 1904. He is a Mason, an Elk and a member of the T. P. A.

THATCHER A. PARKER

THATCHER A. PARKER never would have entered politics had it not been for a friend of his who was trying to get an office. The game proved interesting and the subject of this sketch still finds a great deal of pleasure in helping his friends, especially when they are seeking something from the republican pie counter.

As a member of the board of public safety he has something to do with the regulation of the police and fire departments. This position is not the most remunerative in the city but there is a good deal of responsibility, and some fun connected with the honor. Mr. Parker is pretty busy most of the time building bridges and other steel structures, yet he has time to attend to his office and politics, and once in a while to go hunting. He can tell you something about the fine points of a good dog and can almost tell you just how many republican and democratic votes there are in each ward.

Mr. Parker was born on a farm near Hutsonville, Illinois, and came to Terre Haute with his parents when he was five years old. After a short time spent in the high school he went to Lansing, Michigan, where he attended the Michigan Agricultural College. Instead of becoming a scientific farmer he turned out to be a good mechanical draftsman. After spending several years in some of the largest industrial establishments in the country, where he gained a fine knowledge of mechanical engineering he joined his father in the management of the Eagle Iron Works. In 1898 he went into the structural iron and steel business on his own account, making a specialty of bridge and building work. He became a member of the board of safety in 1904, being an appointee of Mayor Bidaman. He is a member of a dozen lodges, among them the Masons, the Elks and the Knights of Pythias. He is also a member of the American Mechanical Engineers Society and the National Association of Stationary Engineers.

INSTRUCTIONS TO POLICEMEN
RULE I - NO SNORING ALLOWED ~~ALOUD~~ WHILE ON DUTY.
RULE II - NO FLIRTING EXCEPT BETWEEN THE HOURS OF
ABOUT DOGS

YOU CAN GET YOUR REVENUE STAMPS CHEAPER HERE THAN ELSEWHERE BECAUSE THERE ISN'T ANY ELSE-WHERE
SPECIAL SALE TODAY
$1.00
STAMPS REDUCED TO
98⅔¢
COME EARLY AND AVOID THE RUSH
U.S. INTERNAL REVENUE
$100

FRANK M. CLIFT

IT is certain that a rush would be forthcoming if Uncle Sam were to have special bargain days and mark down revenue stamps for the sale of cigars, tobacco, liquors and wines. This is one business where no mark-down prices are necessary and no special inducements are held out to purchasers.

Sixty-six men are employed in the Terre Haute internal revenue district and the collections amount to nearly twenty million dollars a year. Out of the sixty-six districts in the United States the Terre Haute district stands second in the amount of collections.

Frank M. Clift gives attention to the sale of stamps for special tax purposes—tobacco, snuff, cigars and beer. In a single day he has sold as high as $180,000 worth of stamps for his employer, Uncle Sam.

Mr. Clift was born in what he considers is the best town on earth, in 1867, and he has always been able to make the old place provide a good living for him. After completing his studies in the public schools, he secured employment in the Clift & Williams planing mill. He knows something of carpentering, has been a cabinet worker, and can keep books. In 1889 he was in charge of the money order department at the postoffice and after four years in this position was engaged in the insurance business for some time. In 1899, Mr. Clift was appointed a deputy revenue collector and for the past three years has held the responsible position of cashier.

He is a popular member of Company No. 3, Uniform Rank, Knights of Pythias, and serves as adjutant of the Sixth Indiana Regiment of the order. Besides, he is a member of the Masons and the Royal Arcanum.

MORTON T. HIDDEN

"IN the Good Old Summer Time" is a popular song with Morton T. Hidden. The refrain lingers in his ears in the winter time and when the first bit of dust blows on Wabash avenue the sprinkling wagons are at work making shekels for their owner while the sun shines. It is in this manner that Morton T. Hidden keeps his lodge dues going for there is no more popular lodge man in the town.

Very few people know that Mr. Hidden taught the young idea how to shoot for one brief year, but he did, and this was at a little red school house in Fayette township. Such genius was not to be wasted in a rural school room, although a year had been spent at the State Normal School in preparation for the profession of teaching. In 1883 Mr. Hidden came to Terre Haute and engaged in the drug business and became the owner of the pharmacy at Sixth street and the Big Four railroad. He spent ten years as a druggist and then entered the real estate and insurance business, of which he has made a good success. He has had the street sprinkling contract in Terre Haute since 1879. He began laying the dust with one wagon, but it requires six now and the dust laden territory increases every summer. At present he is treasurer of the Terre Haute Transfer Company, vice-president of the Viquesney Printing Company, treasurer of the Adjustable Building and Loan Company and president of the Hidden-Houk Company. Mr. Hidden belongs to the Elks lodge, the Masons, Odd Fellows, Knights of Pythias, and a half dozen other organizations. He is a member of the Uniform Rank of the Knights of Pythias, and is also a member of Canten McKeen. He cuts considerable figure as colonel of the Terre Haute regiment. He is major of the first Battalion of the Sixth Regiment, Knights of Pythias, and is a splendid tactician.

FRANK H. MILLER

ASSISTANT FIRE CHIEF MILLER thinks the snap shot is rather appropriate, though it seems to have been snapped a little too early. Mr. Miller hastens to assure the public that the Terre Haute fire department does not fight fires in just this manner. Water is used as always, but the methods of getting the water on the burning building are altogether different now. It has been a good many years since the bucket brigade fought fires in Terre Haute. The bucket brigade was succeeded by the old-fashioned hand engines and there are scores of Terre Hauteans who used to help pull these antiquated machines to the scene of a fire which threatened houses in every direction. For effective fire fighting apparatus Terre Haute stands in the front rank and the department has the men who can use their equipment intelligently and with good effect.

Frank L. Miller was born in Alton, Illinois, in 1873. He accompanied his parents to Terre Haute in 1875 and has been here ever since. He was unable to attend the high school and so completed his education in the hard old school of experience. For a time he was employed as a clerk and then learned the trade of paper hanger. He followed this latter business until he was appointed to a place on the fire department in May, 1896, by Mayor Ross.

He first served as a pipeman at the Four's and was then transferred to headquarters and became foreman of the Five's wagon. In June, 1903, he was sent back to the Four's as a captain. When Mayor Bidaman became chief executive of the city, Captain Miller became assistant chief, which position he holds at the present time. He responds to all alarms and pays particular attention to the book work and keeping of records in the chief's office. The greatest hobby of the assistant chief is the raising of chickens. He is an Odd Fellow and a Knight of Pythias.

CLIFFORD L. TYLER

"THAT new south-paw is a peach. Throws an expectoration ball out of sight!"

"Knock 'em out 'Mum!' Only one man down!"

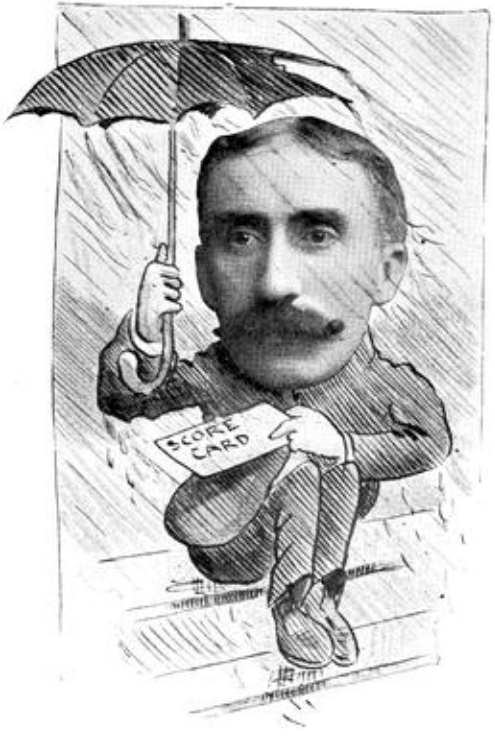
"All right, 'Rich,' a three bagger will do the work!"

And after you hear rooting of this kind, if you will look directly back of the press box at Athletic Park, you may count on seeing Clifford L. Tyler, with his scorecard and pencil. Rain, snow or shine, the Hottentots always know they have at least one loyal rooter in the grand stand.

It might not be to Mr. Tyler's credit to be known simply as a base ball fan. The story is told of a great English scholar who occasionally played billiards for recreation and upon one occasion met with an expert in this line of sport. The billiardist was an army officer who agreed to play with the scientist to pass the time. The game started off with officer making the first shot and he made all of his points before he stopped. This disgusted the learned professor who placed his cue in the rack, mumbling something about the army officer's education being sadly neglected.

As a hotel clerk Mr. Tyler has an extensive acquaintance all over the country. He can greet a visitor with the greatest courtesy, answer the telephone, keep the bell boys on the hop and talk base ball at the same time. If this does not require ability, then no occupation or profession does.

At the time hostilities ceased between the north and south, Clifford Tyler came into existence in Terre Haute. He attended the graded schools and spent two years in the high school. Then he learned the trade of a boiler-maker, and was a good one, too. But fate ordained that he be something else. In 1884 Mr. Tyler left Terre Haute seeking a better town but failed to find one and returned twelve years later, after having a varied experience. He had clerked in hotels in Lincoln, Nebraska, Chicago, Omaha and Columbus. He accepted a position at the Filbeck Hotel, remaining there three and one-half years and then accepted the desk at the Terre Haute House. He returned to the Filbeck a short time ago. Some few people thought that Clifford would never get married, but he did, his wife being formerly Miss Julia Woolsey.



CLARENCE E. KIRK

IF sailing had been more profitable, Clarence Edgar Kirk would probably have been a navigator of the briny deep. His love of the water comes from the fact that he was born in Toledo, Ohio, where there is plenty of it all the year round and where boys naturally take to water very early. As a member of the Toledo Yacht Club there was no more enthusiastic devotee of aquatic sport than Mr. Kirk. He misses the beautiful Maumee and the clear blue waters of Lake Erie very much, but his time has been well taken up since he came to Terre Haute as manager of the New York Shoe Store, in seeing that the public is supplied with the best of foot wearing apparel.

Fitting out people with shoes that have style, hold their shape, fit better, wear longer and have a greater intrinsic value than the shoes of any other dealer, has been the chief aim of Mr. Kirk. He drummed this into the ears of the retailers on the road for several years before locating at Danville as the buyer for one of the biggest retail houses in Eastern Illinois. When a manager was wanted to rejuvenate a business that had suffered for lack of good management, Mr. Kirk was sent by his firm to Terre Haute. He is now secretary and treasurer of the company and has made a success in business, forming a large acquaintance that has been very valuable to him. He had not been in Terre Haute two years until he was a victim of the Terre Haute girl, who has a wide reputation for her charms of womanly worth. Recently he married Miss Ione Floyd, a daughter of Mr. W. H. Floyd, architect.

He is a member of the Young Business Men's Club and is interested in all that makes a city worth living in.

CLAUDE G. BOWERS

ORATORS as well as authors flourish on Indiana soil. Mr. Bowers is modest, but his ability as an orator has never been questioned since he made such a splendid fight for the democrats in the Fifth congressional district in 1904 as their candidate for congress, running ahead of the national ticket four thousand votes.

Claude G. Bowers was born in Indianapolis, in 1878. Circumstances that often prove the spur for many a boy made him quickly appreciate the value of an education. He passed through the public schools and graduated from Shortridge high school. He studied law for a time but was tempted to enter the journalistic profession. For some time he was an editorial writer on an Indianapoils morning paper, and then he turned his eyes toward Terre Haute. Mr. Bowers did his first work here on the Gazette, later going to the Star. When the democrats wanted a man who would represent them well as a candidate for congress, Mr. Bowers was the choice. He stumped the district, making the most thorough canvass that his party had made in twenty years. Every nook and corner was searched out and the principles of true democracy expounded by the young orator. From September 12th until the night of November 3d, Mr. Bowers certainly was busy.

"Jap" Miller, who is mentioned by Riley in one of his poems, was the chairman of a meeting held in Monrovia, Morgan county, during the campaign when Mr. Bowers visited there. Not a democrat had made a speech in the village for years. A street corner was good enough for the speaker, and surrounded by "Jap" Miller and six other democrats Mr. Bowers made one of the best speeches of the campaign, no violence being offered.

As an editorial writer, he is forceful and brilliant. As an orator he is logical and convincing, his extensive reading giving him the ability to express himself in the finest of literary form.

D. ROSS BRONSON

PATRONS of the Coliseum will easily recognize the excellent likeness of Daniel Ross Bronson, whose business during the polo season at the Coliseum is to pick out the best seats in the house—those where no poles obstruct the view. Mr. Bronson does this very graciously and as a consequence everybody who wants a good seat is well pleased. He is also the person to whom everyone makes complimentary remarks about the polo or vaudeville teams, and he hears frequent suggestions about how to strengthen the polo quintet or secure a soubrette in whose voice there is no falsetto.

Ross was born in Terre Haute in 1871. He had just completed two years in the high school when the structure burned, and then he journeyed to South Bend where he entered Notre Dame University, and took a literary course, spending four years in that famous institution. Then he went to the University of Michigan at Ann Arbor, a school that is famous for flooding the country with members of the legal profession. He is a graduate of the class of 1892. After Mr. Bronson had his sheepskin securely locked in his trunk he came back to Terre Haute and for a time engaged in the practice of law. The princely fees obtained from the fining of law violators in police court were not satisfactory. Even some of the fines were remitted, and when David Watson was elected county clerk in 1894, Mr. Bronson became chief deputy. He filled this position very well for three years and then resigned to go into the manufacturing business with his brother, Harry Bronson. A fire destroyed the factory and then the Bronson brothers joined their father in the management of the Artesian bath house. Roller skating was introduced at the bath house and when polo began exciting the gas belt fans, Ross became associated with his brother in the building and management of the Coliseum.

THOMAS M. KEHOE

HADDON township, Sullivan county, Indiana, is the birthplace of Thomas M. Kehoe, whom everybody knows as the hay man and a great believer in the princip es of the republican party. It was just one year after the civil war that Tom came into existence. He was born in a democratic community and enjoyed the distinction for many years of being one of the "measly" few republicans in Sullivan county. He worked on a farm for a little while, but the great throbbing, pulsating world of commerce beckoned, and Mr. Kehoe deserted the plow for the telegraph key.

He was a telegraph operator and station agent on the Evansville & Terre Haute Railroad for fifteen years. Then he went into the hay business, establishing an office in Terre Haute. His operations extended over a great part of southern Indiana and eastern Illinois; the business is wholesale, only.

During the campaign of 1904 Mr. Kehoe rented the Clay City opera house for the purpose of storing some of his surplus hay in it, thus crowding out the wandering barnstormers. A councilman of Clay City had an ordinance passed making it a violation to store hay within certain limits. The hay man was not daunted. He secured the place and filled it from pit to dome. He won out on an injunction suit and the wrath of Clay City was showered upon him Congressman Charles B. Landis was to speak in Clay City. The Landis boys are popular everywhere. But as popular as Charley Landis was, he did not do the spellbinding act in Clay City. A friend of his telegraphed the following just before the date set for the speaking:

"Don't come. Opera house filled with baled hay."

And Clay City to this day remembers the big hay man from "Terry Hut" as responsible for the cancelling of the congressman's engagement.

Mr. Kehoe's recent appointment as a member of the school board is a recognition of his ability and interest in the welfare of Terre Haute.

JOSEPH G. ELDER

MR. ELDER never dreamed that some day he would be a eal estate and insurance man, but he eventually developed into a very good one after trying his hand at several other things. He learned the trade of cabinet making in his boyhood home, Centerville, Pennsylvania. After seven years had gone by and Joseph Elder had reached the age of discretion he came to Terre Haute in 1872. He never worked another day at his trade after reaching the banks of the Wabash, for there was no demand for the kind of substantial and handsome cabinets, tables and other furniture that he had been making in his eastern home.

For eight years Mr. Elder was employed in the James Hooks planing mill which occupied the site of the present Hudnut Homing mills. When the Hooks mill burned to the ground in 1880 every tool owned by the then expert planing mill machinery man was destroyed. Mr. Elder accepted an offer at this time from Mr. W. R. McKeen to manage an eight hundred acre farm for him in Kansas. Farming did not prove so very profitable for either manager or owner, and after two years in the Sunflower state the manager returned to Terre Haute. Mr. Elder was offered the superintendency of the Terre Haute Street Car Company by Mr. McKeen, and tackled an entirely new line. He successfully held down this position for three years, giving it up when electricity supplanted horses as a motive power.

After getting an excellent schooling for six years in the real estate and fire insurance offices of Mr. I. H. C. Royse, and after spending two years as a partner in the same line of business with Mr. John Foulkes, Mr. Elder became secretary of the Wabash Building and Loan Company. He is also secretary of the Citizens' Building and Loan Association and is interested in numerous other enterprises. Mr. Elder is foremost in everything looking to the welfare of Terre Haute. If there is any hobby he would like to indulge in, it is traveling, but Terre Haute realty is so lively just at present that he has little time for this pleasure.

Mr. Elder is a member of several secret and fraternal orders and has been identified particularly with Company No. 3, Uniform Rank Knights of Pythias.

JAMES M. VICKROY

THERE is no goat so big or so vicious that it is feared by James M. Vickroy. He has ridden nearly a score of them into the mysteries of fraternal and secret orders of various kinds.

Centerville, Pennsylvania, a quiet little village, nestled down in the beautiful Cumberland valley, midway between Bedford, Pennsylvania, and Cumberland, Maryland, is the birthplace of this well known lodge man. He worked on a farm until he was fifteen years of age and then secured a position carrying the mail between Bedford and Cumberland. This was a distance of thirty miles and the mail was carried quite regularly by the mail boy for two years—'62 and '63. Just a few times the Johnnies became active in the vicinity of Harper's Ferry, and on several occasions they tore up the railroad tracks around Washington, throwing the schedule out of gear, but the mail was usually deposited each day where it belonged.

Mr. Vickroy worked for four years as a clerk in a store at Cumberland, and here he made the acquaintance of Henry Gasaway Davis, who was connected with the firm. Mr. Vickroy did all he could for his former friend in 1904, in his race for the vice-presidency of the United States, but his efforts were of no avail. Taking Horace Greeley's advice, Mr. Vickroy came west, locating in Harmony, Clay county, in 1869, where he followed the business of carpentering and contracting. In 1875 he returned to his old home and was united in marriage with Miss Elizabeth Boore. In 1885 Mr. Vickroy came to Terre Haute and engaged in the selling of art supplies. He has made a splendid success of the business, and, in addition, has agents in all parts of the country selling his lodge charts, which have a wide reputation

In 1903 Mr. Vickroy was elected a councilman-at-large on the democratic ticket and served his constituency very well.

GEO. A. SCHAAL, JR.

NEWSPAPERS, telephone companies, gas companies and policemen are accustomed to hearing kicks, but the transfer companies receive their share also. It is generally the traveling man who has the most kicks coming where the transfer man is concerned. Unless a trunk arrives from the railway station in five seconds the commercial traveler, especially the one from New York, gets busy on the telephone immediately after he reaches his hotel. George A. Schaal, Jr., one of the members of the Terre Haute Transfer Company, does not drive a wagon but he is the man that hears the kicks and soothes the ruffled temper of the New Yorker.

George A. Schaal was born in Terre Haute not so very long ago, but he has had more business experience than some men twice his age. He did not wait to complete his education in the public schools until he was doing something. However, he prepared for a business life by taking a commercial college course. For two years he had charge of the insurance department of the Stack & Durham Company and later joined M. T. Hidden in the insurance business, paying particular attention to the fire and casualty lines. Next he purchased an interest in the business with Mr. Hidden and two years ago became interested in the Terre Haute Transfer Company.

Mr. Schaal is a Mason and an Elk. As an Elk he has taken a great interest in the amateur shows that have been presented by the lodge. "Anchored" given by the Elks was the first musical comedy ever attempted by amateurs in Terre Haute and Mr. Schaal's directing genius was brought into good use when it came to drilling the performers in their different parts. The various entertainments given by the Elks afford him opportunity to exploit his histrionic ability which is by no means inferior.

LOUIS D. SMITH

LOUIS D. SMITH "struck out" very early in life to make a living for himself, and no one will deny that he has done well. He has also "struck out" in the great American game, for he played ball on the cross lots of the town several years ago, being a member of the Old Moonlight team. Louie admits that he was about the best third baseman that the team ever had. Louie Smith's interest in base ball has never waned and to this day he is one of the most ardent fans. When the team is away Louie always has his eye on the newspaper bulletin boards and generally waits until the last man is out in the ninth inning before he is satisfied.

Baseball in Terre Haute without Louis Smith being interested in it, would be a good deal like seeing Hamlet without the principal character appearing. Ever since the cross lots days he has been interested in the game and was one of the stockholders in the Terre Haute club that played in the old Northwestern league when the mileage for each team amounted to about 10,000 miles each season. Mr. Smith was one af the promoters of the Three-I league and at present is president of the local association which owns a franchise in the Central league. The Hottentots won the pennant in the Three-I league the first season and last year finished second in the Central league race.

Mr. Smith is a native of Terre Haute and was thrown upon his own resources at an early age. As a boy he sold newspapers on the street and carried a route for the old Express. At fifteen years of age he was associated in business with M. G. Walsh and a year later was sole proprietor, handling newspapers and periodicals of all kinds. The business grew, and later its owner moved to his present location. Mr. Smith has the most complete news stand in Western Indiana, and in addition to handling periodicals of all kinds, carries a large stock of books and sporting goods. Next to a baseball game, Mr. Smith enjoys an automobile ride best. He recently purchased a machine and joined the ranks of the autoists.

CHARLES H. EHRMANN

CHARLES H. EHRMANN does not cut steaks and hams at present. One good reason why he does not is that he does not have to. This ought to be sufficient. However, he still gives a great deal of attention to the beef and pork packing business, as he does to the coal business, banking and numerous other enterprises. He is one of the busiest men of the town and deserves the success that he has earned.

Speaking of the subject of hams, bacons and lard: Mr. Ehrmann really has a hobby and that one is the turning out of delicious smoked meats, first-class bacons and pure lard with which to fry other good eatables. The Red, Blue and White Ribbon brands are pretty well known, not only in Terre Haute but in other cities within a radius of seventy-five miles. A number of by-products are made by Mr. Ehrmann. In other words all but the "squeal" is made into something of commercial value.

Mr. Ehrmann is a Terre Hautean by birth. After completing a course in the public schools he became interested in the meat business, and from a small retail shop his interests have grown, making his establishment one of the largest and best known in this part of the state. For a number of years Mr. Ehrmann has been connected with the Ehrmann Coal Company, and is its president. Three mines are owned and operated. Yards and retail offices are located in Chicago and an extensive business is done in Terre Haute. Mr. Ehrmann is president of the West Terre Haute bank, president of the Central building and Loan Association, and has many other interests that demand his attention.

While a very busy man he has always found time for other activities, and is superintendent of the First M. E. Sunday School. Mr. Ehrmann is wide awake in matters of religious moment and has always contributed liberally to worthy projects. His greatest fad is the camera, and on recent trips to various parts of the United States he has secured a fine collection of pictures.

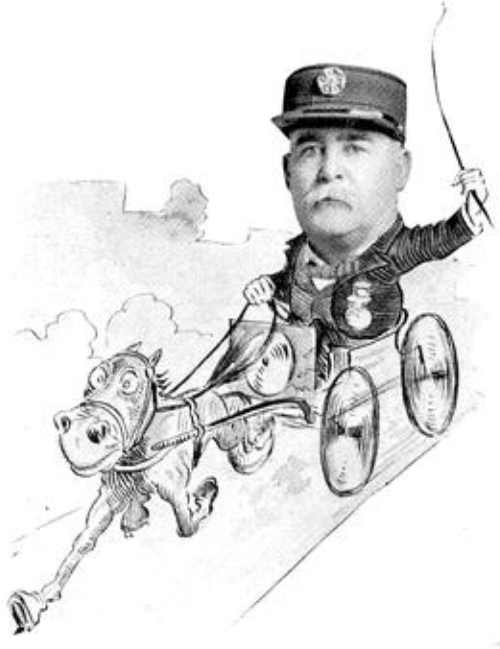
ELIAS F. LEONARD

THE inseparable companion of Fire Chief Leonard is his trusty horse, "Pig." When an alarm is turned in, "Pig" is just as anxious to reach the scene of the blaze as the chief is, and does his best to lead the companies, the gong on the front end of the conveyance warning pedestrians and teams of the coming of the fire fighters. If "Pig" could talk he would probably say that he is a better looking animal than he is shown to be, which he is, by a good deal.

Elias F. Leonard has spent over a score of years in the fire department, and like most firemen he has passed through a number of harrowing experiences, wearing scars as mementos of hard falls and knocks received in fighting flames. He was born in Terre Haute April 3, 1857, and passed through the graded schools. Not having been born with a golden spoon in his mouth he began work very early and his first position was secured in the old Gilman Heading factory on north Third street. After four years at this kind of employment, Mr. Leonard engaged in the bridge building trade and followed it for seven years. He was first appointed to the force in 1882 and was stationed as a pipeman at No. 1 house, corner of Third and Lafayette avenues. The same year he became a captain and during his career on the force has been transferred to several different houses.

It was while he was captain at headquarters that he received his present appointment, that of chief, Mayor Bidaman promoting him to that position when he entered office in September 1904.

The most serious accident which befell Chief Leonard was at the Sage fire in 1887. He was struck by a falling ladder and fell a distance of twelve feet. He still bears the scars of that fall. As chief of the department he fills the bill very well, his long experience especially fitting him for this responsible position.



EWALD E. REIMAN

MR. REIMAN'S easy attitude in this caricature is not one indicating activity, and just to avoid conveying an impression that Mr. Reiman is not industrious, we will explain that he is watching the other fellow do the work. There is something peculiarly fascinating about watching other men at work, and this may be noted at almost any time where a number of men are digging an excavation and numerous pedestrians are passing. You might term this little rest that Mr. Reiman is taking a "sewer pipe cinch."

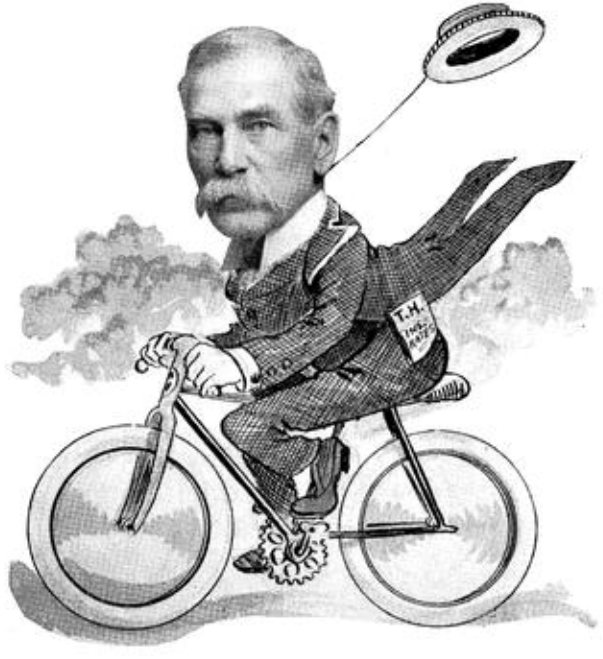
Speaking of sewer pipes, the Reiman & Steeg Company handles them and many other supplies of a building and structural kind. Ewald Reiman is a Terre Haute product. He attended the public schools and started to work very early. His father, E. L. Reiman, was one of Terre Haute's best known German-American citizens, and established himself in the building supply business in 1856. The son upon leaving school entered his father's employ, receiving the preliminary training that has fitted him for his present position as a member of the Reiman & Steeg Company. The company was incorporated in 1891, and upon the death of his father Mr. Reiman became president and general manager, with Henry C. Steeg secretary and treasurer, and Ernest L. Reiman, Jr., vice-president.

An extensive wholesale and retail business is done in the selling of building supplies and some very large contracts have been carried out by the company. Mr. Reiman is one of the best known young business men of the town and is deservedly popular. When the Elks lodge, No. 86, was organized, Mr. Reiman was a charter member. He is a Scottish Rite Mason and belongs to the Young Business Men's Club.

LOUIS C. BUTLER

HERE we see Mr. Butler on his wheel going at a speed which indicates that he has discovered something. He has made a lightning calculation and finds that So-and-So, who owns a large factory in Terre Haute, has just made an alteration in his plant which increases the danger of loss by fire. Well, what does Mr. Butler do about it? He immediately notifies the various insurance companies and up goes Mr. So-and-So's rate. Mr. Butler is paid to do this sort of thing. He is the inspector and manager of the fire insurance bureau in Terre Haute, and it keeps him busy looking after the changing of risks on property known as "extra hazardous."

Mr. Butler was born in 1840, on a farm at the edge of the city of Columbus, Ohio. He had no more than obtained a fair start in an educational way until he enlisted in the army, becoming a member of the first Ohio cavalry. He served three years, a portion of that time being on detached duty, employed in various responsible clerkships. After the war he taught school for nearly two years and then went straight into the fire insurance business, identifying himself with the Home Fire Insurance Company, of Columbus. He was next an adjuster and special agent for the American of New York and had charge of six states for a number of years. He came to the Hoosier state in 1884, locating at Indianapolis, and held various responsible positions with several of the best known companies in the country. For the past twenty years he had visited Terre Haute on an average of once a month, and was so favorably impressed with the town that when he was offered his present position he accepted it. Mr. Butler has introduced the new rating system and has been as busy as a bee ever since he struck the town. Over $300,000 worth of business is done each year in the fire insurance line here, and all of the policies are scanned by the watchful eye of the inspector. Even after thirty-two years of hard work Mr. Butler is still a young man and enjoys excellent health.



CHARLES B. JAMISON

CHARLES B. JAMISON—no one knows what the "B" stands for—is a native of Tippecanoe county, of which Lafayette is the capital. He is an exceedingly versatile and useful fellow citizen. We could hardly do without him, especially as secretary of the Young Men's Christian Association. Again, he is one of the best known and fairest referees of athletic games in the state. If he delights in anything, it is in seeing the young men of the country broad shouldered and deep chested. He takes even a greater interest in seeing that they are honorable and manly in the broadest christian sense.

Mr. Jamison, or "Jamie" if you please, was always interested in the young men and boys. He was graduated from the Lafayette high school and spent several years at Purdue University. After leaving college he studied law for a while but gradually drifted into business and for several years was in the general merchandising business in Lafayette with his brothers. When the Young Men's Christian Association was organized in Lafayette he was chosen secretary of the execuitve board and immediately took a deep interest in association work.

He came to Terre Haute in 1892 as a representative of the state Young Men's Christain Association committee, and assisted in organizing the local association. He became its secretary and has stuck with the job. He has seen the association grow until it is one of the largest and best in the state. He especially fitted himself for the place by taking a course in the training school at Chicago and is today one of the hardest working secretaries in the country. He has been elected secretary here for thirteen years. With a membership of six hundred men and property valued at $60,000, the local association ranks very high. Mr. Jamison had much to do with rearing this structure, and the thirteen years of his life here have not been spent in vain.

WILLIAM H. DUNCAN

FOR the past six years William H. Duncan has been giving his undivided attention to the work of secretary of the Commercial Club, a position which requires a peculiar fitness. An all-round experience has made Mr. Duncan just the man for the place. He has helped land a number of good industries and has emphasized the importance of Terre Haute to the industrial world in no uncertain tone. In the past six years through the efforts of the club Terre Haute has added to her industrial field new factories representing a capital of $2,000,000 and employing 5,000 skilled workers. The result of this splendid work is reflected in the rapid growth of the city.

Mr. Duncan is an Irishman and was born in the famous old city of Dublin, in 1848. He attended a private school in Dublin until he was fifteen and then came to Terre Haute, where his father had preceded him and was engaged in the pork packing business, an industry that flourished greatly in the early days of the town. After arriving here, Mr. Duncan made a study of the business and in order to add a little more to his education, attended the University of Michigan. On account of poor health he returned to Dublin in 1869 but did not remain there long, coming back to Terre Haute and later locating in Sacremento, California, where he was secretary of the state board of agriculture. Mr. Duncan has been a successful newspaper man. He was with the old Express in its editorial department and for three years was the manager of the Saturday Evening Mail. From 1886 to 1889 he was manager of a daily newspaper at Garden City, Kansas, being in the Sunflower state at a time when it was booming and undergoing a great many exciting experiences. For over two years he held a responsible position under the government at the Navajo Indian agency, at Fort Defiance, Arizona. He has been secretary of both the fair and trotting associations and has done his share to promote Terre Haute as a wide awake town and one good to live in. Mr. Duncan became secretary of the Commercial Club in 1889.

EDWIN B. M'ALLISTER

THE mobility of Dr. Edwin B. McAllister is the wonder of his fellow physicians as well as that of his friends and acquaintances. He doesn't use an automobile to get around in, but he "gets there just the same." Night and day you are almost sure to come in contact with the doctor hustling to relieve suffering humanity.

Dr. McAllister was born in the pretty little town of Bowling Green, Clay county, Indiana, in 1868. In those days, Bowling Green was more lively than it is now. Once it was the county seat, and, instead of Brazil being the metropolis, Bowling Green was the center for official business. Dr. McAllister has spent many a day along the banks of Eel river, fishing, and thinks a great deal of the old home place yet. He came to Terre Haute in 1887 and entered school. He took the full course in the high school, graduating in the class of 1889. Then he worked for a time in a commission house, earning and saving money for his subsequent start at the Rush Medical College, Chicago. While attending Rush he waited tables and in other ways contrived to do just as well as some of the students who heard from father every week. He graduated in 1894 and began the practice of his profession in the Windy City. He became ill with appendicitis though, after he was fairly settled down in Chicago, and came home to thoroughly rest up and be cured of his ailment. To appendicitis Terre Haute is indebted for a good physician. He decided to remain here after he recovered.

He has been a member of the physicians' staff at St. Anthony's hospital for eight years, and does a great deal of examination work for several insurance companies. Dr. McAllister was married in 1889 to Miss Grace Isbell, of Kendallville, Indiana. He is a member of several well known fraternal orders.

HENRY NEUKOM

THE name of Neukom appeared in the first directory of Terre Haute, and there are several more Neukoms now than there were when the first census takers started on their rounds to find out who lived within the city boundaries. Henry Neukom is for Terre Haute first, last, and all the time, but pulls just a little bit harder for the east end than he does for any other particular section. This is because he has a well stocked dry goods store on East Wabash avenue and likes to see the east end merchants get their share of prosperity.

However, Mr. Neukom says he is not seriously considering the introduction of such an ordinance as he holds in his hands. As the republican member of the council from the Fourth ward, he realizes that councilmanic legislation is of a different kind from that of restricting business to any particular locality. Mr. Neukom was never in politics until 1904, and then he was successful in landing what he started out to obtain, and that was a seat in the city council chamber. He believes in municipal ownership and is with the mayor on the matter of the city having an electric lighting plant of its own.

Mr. Neukom was born in Terre Haute in 1860, and upon completing a course in the graded schools he began hustling. His first position was in the office of Fred A. Ross, where he learned something about the insurance and real estate business. In 1876 he entered the employ of the Havens & Geddes Company and was a salesman and buyer for this well known dry goods firm for some time. After acquiring an excellent knowledge of the business he branched out for himself and established a store at his present location, No. 1119 East Wabash avenue. He has been successful and has a splendid trade.

Two of the oldest families of the city were united when Mr. Neukom was wedded in 1882 to Miss Louise Nehf. He is a member of the Masons, the Knights of Pythias, the American Woodmen and the National Union lodges.

HERMAN HULMAN, JR.

HERE we see Herman Hulman, Jr., finishing his record breaking run from Chicago to Terre Haute. Up to the presest time the record made by Mr. Hulman has not been equalled and naturally he is proud of the feat, which was accomplished under conditions that were not the best. The distance from the Windy City to Terre Haute is two hundred and forty-two miles, and it took just fourteen hours for Mr. Hulman to get up and down the hills, splash through the mud and water, and finally stop his sixty-horse-power four cylinder Peerless in front of the Terre Haute house and receive the congratulations of his friends. The machine was coated with Illinois and Indiana mud from front to rear in a solid mass.

Mr. Hulman has taken an interest in athletics ever since the days of the old fashioned high wheel, and he still holds the record on one of these machines, having circled the Ijams mile track in 2:53. He was one of the first owners of an auto, and in addition to setting a record for the Chicago trip, has made the ride from here to Clinton in a twenty horse-power machine, a distance of 13.8 miles, in twenty-five minutes. Mr. Hulman is a native of Terre Haute and received his education in the common schools and at the Rose Polytechnic. After leaving the latter school he engaged in the wholesale liquor business for ten years, merging the business into that of the Hulman Grocery Company. The Hulman Grocery is one of the largest and most complete west of Pittsburg, the members of the firm being Herman Hulman, Sr., Herman Hulman, Jr., and Anton Hulman.

Mr. Hulman is a member of the Chicago Automobile Club and the Chicago Athletic Club, and is an Elk.

JAMES A. COOPER, JR.

SOME men were born great and a few others were born in Posey county. Prosecuting Attorney James A. Cooper, Jr., belongs to the latter class. All of the greatness he has acquired has been through hard work and study. From the place where the Rappite community flourished and where Robert Owen tried his experiment—New Harmony, Indiana—came Mr. Cooper. He was born in the quaint little town in 1874.

The future lawyer came to Terre Haute with his parents when he was ten years of age. He attended the public schools, leaving the high school in his junior year to enter De Pauw University, from which institution he was graduated in 1895. Realizing that about the best experience for a young man is the newspaper business, Mr. Cooper spent a year on the Chicago dailies, where he hustled after the "elusive item" and regaled the public with the happenings of the day. Having the legal profession in view, Mr. Cooper went to Harvard, where he received a degree in both the literary and law departments. In 1900 the Harvard graduate returned to the banks of the Wabash hung out his shingle and cooled his heels for some time before the clients began coming in very fast. When the campaign opened in 1904 he entered the race for the nomination to the office of prosecuting attorney. The candidate quietly and effectively campaigned for eight months, saying but little and sawing wood. He received the nomination hands down and when election day came received a majority of 2,740 votes over his opponent. Mr. Roosevelt himself received only four hundred votes more than did Mr. Cooper, who acknowledges that Roosevelt helped the success of the republican ticket very materially. Since he has been in the prosecutor's office, Mr. Cooper has made a very creditable showing, disposing of five murder cases and showing an activity that does not bid well for Vigo criminals. Mr. Cooper is a member of the Knights of Pythias and the Young Business Men's club.

WILLIAM E. NICHOLS

THE word coroner probably comes from the French, *courre*, meaning to run. In the first place, if you want to be coroner it is necessary to run for the office, and after you have got it, it is required that you keep yourself prepared to run immediately on the first call for your services. This picture shows Dr. Nichols on the run. He's the coroner.

The coroner is the man who gets there after it is all over and starts a guessing contest as to how it happened. Dr. Nichols has been thus occupied ever since he landed in the office in the fall of 1904. He was born in the "show me" state, namely, Missouri, at the little town of Neosha, in October, 1871. He left there with his parents at the tender age of one year to come to Terre Haute. Graduating from the high school in 1889 the future physician and coroner lost no time in getting to Chicago where he entered the Rush Medical college. In 1894, Dr. Nichols graduated and located at Edgar Station, Illinois, where he gave his first prescription. For five years the doctor practiced in the Sucker state and then moved to Ellsworth where he remained until 1902. Then he moved into the city. Just to better acquaint himself with the people and get an experience that was worth having, he ran for coroner on the republican ticket in the memorable republican year of 1904. He received a majority of 1,640 votes, which showed that he had hustled pretty hard.

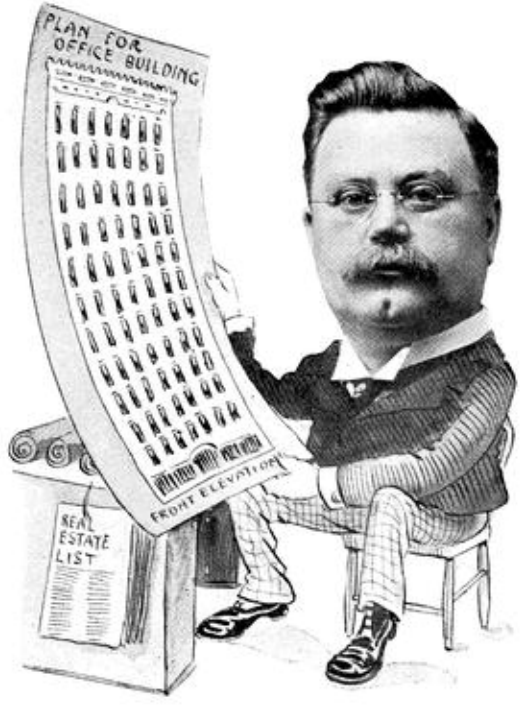
The doctor is a member of the Vigo Medical Society, the Indiana State Medical Society, the Aesculapian Society and the American Medical Association. He is a Knight of Pythias and a hustler in his profession as well as in the office of coroner.

HARRY M. SPANG

MR. SPANG is a real estate man who finds time also to do some business on the side in the way of loans and insurance. The picture shows him holding up the plans for a new ten-story business block that is badly needed in Terre Haute. Mr. Spang believes Terre Haute could easily utilize such a structure and his aims in this direction will probably be realized, for he has a way of doing things when he starts out with that intention.

Like a great many men whose "phizes" are to be seen in this book, Mr. Spang was born on a farm. At the foot of the Allegheny mountains, in the village of Roaring Springs, Pennsylvania, Mr. Spang was born in 1859. Until twenty years of age he remained in his native place going to school in the winter and, in the summer, following the plow. Then he went to the Normal school at Bedford, expecting to prepare himself for the study of law. However, events shaped themselves so that a mighty good real estate man was made instead. After being employed as a clothing salesman in a store at Altoona for two years, Mr. Spang went to Johnstown where he was with the Cambria Steel Company, later journeying to Chicago, where he held several responsible positions before coming to Terre Haute in 1890. He was with the Vigo Real Estate Company two years, and since that time has been in business for himself.

Mr. Spang has built hundreds of homes in Terre Haute and he has sold scads and scads of lots, upon which later sprang up homes that have helped to make the city what it is. Mr. Spang is one of the best posted men in the city on values and has been interested in many important deals in dirt. He is a republican and has dallied in the great game of politics. In the recent city campaign he was a cadidate for councilman-at-large. Mr. Spang is a thirty-second degree Mason, a Shriner, a Knight of Pythias and a member of the Royal Arcanum.



GEORGE W. HOFFMAN

AS you will notice, Mr. Hoffman is in close touch with the telephone. When the instrument is not occupying his attention he is looking over a pile of blue prints, a pay roll or a requisition for a lot of material with which to construct a railroad, either in Oklahoma, Illinois or Indiana. Some husky Irish foreman fifty miles away is likely to call up Mr. Hoffman at any moment and inform him that a bunch of dynamite has just exploded killing "six dagoes," and then we see the secretary of the Kinser Construction Company getting ready to move to the scene of disaster.

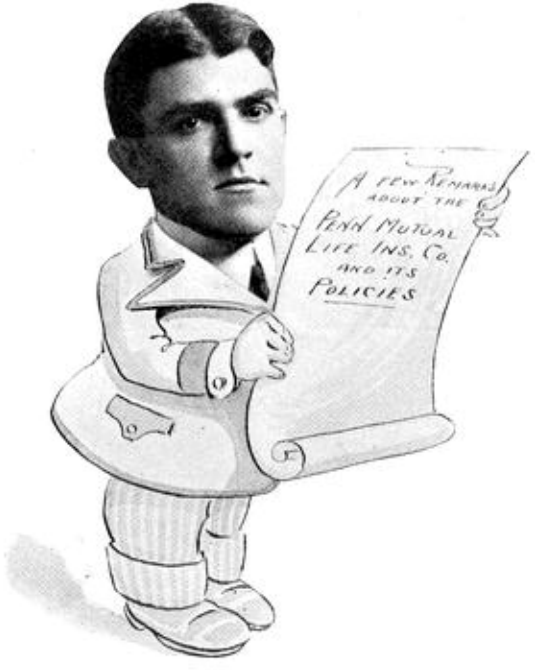
The life of the contractor is filled with trials and tribulation, especially when a firm does as big a business in a year as the Kinser Company. Hundreds of men and teams are employed, thousands of dollars paid out for material, and the pay roll reaches figures that are big enough to stagger the ordinary individual. It rains and the men are idle, material is not being shipped fast enough, a strike is on, the weather is too cold or else it is too hot, and then you can begin to get some idea of what the secretary has to look after. He is the clearing house for a big bunch of kicks, but with all of these troubles no one will deny that Mr. Hoffman is a very affable fellow.

He was born in Terre Haute in 1872, attended the graded schools, high school and business college and at the age of seventeen was working as an assistant in the office of the Bradstreet Company. At one time in Mr. Hoffman's life he started in to learn the jewelry business but after putting two or three clocks out of business he gave it up. He has a dread of wheels. For a time Mr. Hoffman was in the fire insurance business, held a responsible position with a well-known New York firm of rectifiers, and then accepted a place with the Kinser Company. He has been in charge of important construction work for the firm in Oklahoma and Indian Territory, and is now located in the Terre Haute office. Mr. Hoffman is an Elk and a member of the Knights of Columbus.

HORACE E. TUNE

HORACE E. TUNE, of the firm of Tune Brothers, clothiers, is having his first experience in the capacity of a city official. He is one of the republican members of the board of public safety. The remuneration attached to the office is not so very great, yet the time required for official duties is considerable. This is the board that makes policemen and firemen and issues orders for the government of these departments. The especial fitness of each applicant who aspires to fight flames or carry a baton must be closely looked into when an appointment is made. The same board does the catechizing when an employe of the city falls by the wayside.

Mr. Tune is a Tennessean by birth, his home town being Shelbyville. He was reared on a farm and was graduated from the public schools. He spent some time at the University of Tennessee and afterward engaged in the clothing business with his brother, John M. Tune, at Plainfield, Missouri. Howard Mater and John M. Tune were once employed as clerks in the same chothing store at Wichita, Kansas, and it was during a visit here with Mr. Mater that Mr. Tune became impressed with Terre Haute. The Tune Brothers decided to leave Plainfield, where they had been for eight years, and came to Terre Haute in 1896, establishing a clothing store at 515 and 517 Wabash avenue. The present quarters in the Erwin block were occupied in the fall of 1899. Mr. Tune is secretary and treasurer of the company and general manager, while his brother, John M. Tune is vice-president. Mr. Tune is a Mason of high standing, being a member of Terre Haute Council No. 8, Chapter 11, Commandery No. 16, Ararat Temple, Kansas City, and Terre Haute Lodge No. 19. He is also an Elk, being a member of Lodge No. 86.



GEORGE G. MORRIS

A FEW remarks about the Penn are particularly appropriate coming from Mr. Morris, for he is very much interested in the subject. What he refers to is not the pen which is said to be mightier than the sword, but the Penn Mutual Life Insurance Company, of Philadelphia. Mr. Morris makes it a duty to see that his friends are thoroughly protected in case of death but not against death. Just at present Mr. Morris is emphasizing the mutuality of the Penn, which is a mighty big point in its favor.

Waveland, Indiana, was the birthplace of Mr. Morris, but his father being a Christian church clergyman he picked up his early schooling in several different places. When it came to securing an education, Mr. Morris selected De Pauw University. However, he left that institution in his junior year. His first position was in an insurance office, the Penn Mutual, at Indianapolis, where he remained for six months, later being transferred to Vincennes. He was sent to Terre Haute in 1900 and has control of fourteen counties for his company in the central western portion of Indiana. The fact that the Penn is an absolutely mutual company, maintaining this great feature in numerous ways, has made a Penn Mutual policy very desirable to insurers. Its rapid growth may be ascribed in a measure to the many different forms of policy written by the company, enabling its representatives to meet all kinds of honorable competition. The magnificent divident-paying record of the Penn is something to be considered and all holders of policies are treated in an equitable and just manner. No risks are classified and and the policy contract is very liberal. A glance at a few figures, the result of an examination ordered by the company in 1904, speaks louder than mere words. In December 31, 1904, the company had 140,798 policies outstanding insuring $332,016,287. The total admitted assets were $68,243,602.11, of which the net reserve amounted to $56,739,457.00, and the surplus $4,231,-261.22.

JOSEPH S. MADISON

JOSEPH S. MADISON had no intention of being a druggist when he left Wyoming Seminary, at Kingston, Pennsylvania, one spring several years ago and began looking for something to do during the vacation. It just happened that he found employment in a drug store first. This was at Hyde Park, Pennsylvania, a suburb of Scranton. He worked in this store two years and then went to Philadelphia, where he entered the Philadelphia College of Pharmacy. He graduated from this institution, but did not procure his diploma until a year later because he was under twenty-one years of age.

Mr. Madison is the son of a Methodist clergyman and was born at Bethany, Pennsylvania, in the Blue Ridge mountains. His boyhood days were spent in the Wyoming Valley, and owing to his father holding several charges he received his education at different schools in the valley, and at Wyoming Seminary. It was in 1880 that he received the cherished sheepskin, and for two years was employed in a Philadelphia pharmacy. Through a brother who was a traveling salesman, he was induced to come to Terre Haute in 1881. His first position here was in the manufacturing laboratory of Gulick & Berry, wholesale druggists, and he remained with them until they went out of the wholesale business.

Mr. Madison first engaged in business for himself at Third and Park streets. In 1892 he located down town, buying his present store of George Buntin. Mr. Shuman was a partner for one year, selling out his interest to Mr. Madison. The business at Seventh street and Wabash avenue has increased a great deal since 1892 and occupies Mr. Madison's entire attention, excepting when he gets away for a brief rest of a week or two out of the year. Invariably when these little vacation periods come along Mr. Madison hies away to Lake Maxinkuckee, where he angles for bass. He is a member of the State Pharmaceutical Association.

GEORGE W. KRIETENSTEIN

ACCORDING to the state law oil must be tested, and when it was necessary to appoint a good man for the place, Governor Durbin selected George W. Krietenstein. Here we see Mr. Krietenstein making a test of some of the product which is brought out of the earth by Mr. Rockefeller, and sold almost exclusively by him to the American public. If the oil turns out to be bad, Mr. Rockefeller suffers a loss of tainted money. According to the deputy oil inspector, the man with the bald head and indigestion is in no immediate danger of becoming poor through any quantity of oil being condemned in Indiana.

Terre Haute is the birthplace of the oil inspector, and he arrived on the scene just as the great American people were celebrating the anniversary of their independence, July 4, 1871. The noise of cannon fire crackers did not frighten George and he decided to remain here. He secured his early training in the public schools, and while yet a young man began hustling. He went into the drug and glass business with his father, Carl Krietenstein. The firm is one of the oldest and best known in the city. The subject of this story is one of the hardest working republicans in the state and has contributed no little energy looking to the success of his party. He was district manager of the Lincoln League in 1900 and was also a member of its executive committee. He is an ex-president of the Thompson club and widely known among the Sons of Veterans, having been state commander in 1901 and 1902, and for three years previous the treasurer of the state Sons of Veterans department.

In 1901 Governor Durbin appointed Mr. Krietenstein custodian of the state house, a responsible position, which he filled with credit until he resigned in April, 1903, to give his attention to private business. He was appointed deputy oil inspector by Governor Durbin in 1903, and was reappointed to the position by Governor Hanly when he went into office.

HOMER L. WILLIAMS

HERE we see the energetic manager of the Atlantic and Pacific Tea and Coffee Company, Homer L. Williams.

We, in these days do not appreciate the great privilege we have of obtaining all the splendid kinds of teas and coffees at a few cents per pound. Just think! In the middle of the seventeenth century the queen of England was almost tickled to death on being presented with two pounds of tea by the East India Company. She certainly ought to have been delighted, as tea sold for only fifty dollars a pound in those days. Mr. Williams sells it for a whole lot less now.

Brookhaven, Mississippi, is the native town of Mr. Williams. He received his education at Brookhaven and Summitt and later moved to Crowley, Louisiana, where his father engaged in the growing of rice. Not liking the rice business so well, the son went to Macon, Georgia, where he attended a business college. Meeting a Terre Hautean at Macon, and hearing something about the opportunities for a real live hustler, Mr. Williams decided to come north. He arrived in Terre Haute a few years ago and accepted a position with the Atlantic and Pacific Company. He returned to the south and tried rice growing for one season but owing to extremely dry weather he concluded to give tea selling another trial and returned to the banks of the Wabash. Mr. Williams became manager of the local store in 1903. He employs twenty-seven persons and does an extensive business in this territory. The business of the store has doubled since Mr. Williams has been in charge. Over 250 stores are maintained in this country by this concern which imports teas, coffees and spices direct from their native lands.

In 1903 Mr. Williams married a Terre Haute girl, Miss Louetta Greggs, and he is here to stay. He is one of the new members of the Young Business Men's club.

BAUR'S
LINIMENT OF PHILOSOPHY FOR TIRED BRAINS
BAUR'S UNIVERSAL TONIC FOR TOOTHACHE BALMS CORNS CROUP CATARR CORNS PIMPLES SHINGLES SPRAIN AND TIPS
BAUR'S LETTUCE LOTION WILL KEEP THE CHAPS AWAY
BAUR'S BILE BEANS FOR BLUE BACKED LOANS
Lydia Linhams Compound

ARTHUR V. BAUR

BORN in Terre Haute over the drug store in 1870, and has been in it ever since.

HARRY A. LEE

"IS Mr. Adams in?"

This was the question asked Harry A. Lee, cashier of the Adams Express Company, not long ago. The questioner was a man who looked as though he should have known better. Cashier Lee disappeared behind the counter for a moment to recover himself.

"Mr. Adams is not in. What can I do for you?" answered Mr. Lee.

"I just wanted to ask him if he knew whether Jim Wilson had sent a package yet from Martinsville. Bin expectin' one fur some time and 'lowed Mr. Adams would know."

As Mr. Adams was not present, the desired information could not be given. This is a sample of what comes up occasionally in the express business. But this sort of thing seems to have agreed with Cashier Lee, for it has not been long ago since he was not so husky as he is now. Mr. Lee has been with the Adams company for thirteen years. Two years of that time he served as a messenger on the old narrow gauge railroad, running from Effingham to Switz City. According to Mr. Lee, this was railroading to the limit. It was difficult at times to tell whether the express car was on the ties or on the rails, and frequently the employes on the train would get off and run ahead, riding the cow catcher for several miles as a diversion.

Born on the last day of February, 1876, Mr. Lee is a citizen of Terre Haute by birth. He was graduated from the public schools and by his experience and close attention to business is well fitted for the responsible position of cashier of the local office to which he was promoted five years ago.

CHARLES R. HUNTER

NEXT to selling dry goods and notions, Charles Rowin Hunter would rather be mayor of Terre Haute. This is confidential.

The truly great come from the farm or the village to the larger cities. Mr. Hunter was born in Farmersburg, Sullivan county, Indiana, in 1857. At ten years of age he was big enough to pull weeds and at eighteen was a great husky boy who could tire out a horse following the plow.

It has been thirteen years since the subject of this sketch came to Terre Haute. The first job that he procured was that of driving a transfer wagon, and he was so faithful in doing this work to the utmost satisfaction of his employer, that he soon gained the confidence of other men. He was employed for two years in the McKeen Brothers flouring mill, and then he accepted a position in the wholesale dry goods store of H. Robinson & Company. For five years he was shipping clerk and made himself generally useful and valuable in other departments.

When he started out in life he had not idea of being a traveling salesman but he naturally gravitated into that profession and has been selling dry goods and notions since 1877. He has traveled for the C. L. Braman Company, the Havens-Geddes Company, and at present represents the Efroymson & Wolf wholesale dry goods company, of Indianapolis. He is a charter member of the T. P. A., assisting in the organization of the local association fourteen years ago. He has been state vice-president of the T. P. A., held various responsible committee positions, and is one of its most valued members. He also belongs to the U. C. T. If ever nominated and elected, Charles Rowin Hunter will make a good mayor.

JOHN G. SHAW

PATRIOTISM lurks within the breast of every American who has the least bit of blood in his veins, and when the Spanish-American war broke out, John G. Shaw could not resist the impulse to follow the flag. He has seldom referred to his army record but he served eighteen months in the regular sea coast artillery, and received an honorable discharge.

He was about to enter the army the second time when he came to Terre Haute in 1898, but changed his mind and is glad that he did. Terre Haute is the native city of Mr. Shaw; he was born here during the year of the Philadelphia Centennial. He attended the manual training school until he became quite a chunk of a boy and then moved with his parents to Indianapolis. As a student at the Shortridge high school the subject of this sketch was making good headway and was within three months of his graduation day when he secured a position in the locomotvie department of the Big Four railway shops at Brightwood. He became a good machinist and came to Terre Haute in the fall of 1898. But he was destined to have an all-round experience before becoming a bookkeeper in the Terre Haute financial institution. Four years of his life were spent as a hotel clerk in Indianapolis. When he came back to Terre Haute in 1898, he gravitated to the old Gaeztte office where he remained until the suspension of the paper in 1904. During his years with the Gazette Mr. Shaw learned something about the mechanical end of the business and showed great versatility by getting into the front office where he could talk advertising, write "ads" or take subscriptions. He accepted the position of bookkeeper at the Terre Haute Savings Bank in 1904. Mr. Shaw was united in marriage with Miss Amelia F. Berny in 1902, and is the proud parent of two children.

HARRY H. HUTTON

IN 1887 Harry H. Hutton was delivering bundles for Mr. A. C. Brice, who was at that time one of Terre Haute's well known clothiers. Harry has reversed matters somewhat since that time, and is now giving another boy a chance at the bundles. The bundles usually come first in any business, but a few boys have overlooked small details of this kind. Not so with Mr. Hutton. He has improved every opportunity and is now a partner in the firm of Ford & Hutton, clothiers and tailors.

You would hardly suspect it, but the subject of this sketch never passes an engine of any description but that it attracts his attention, and he thinks of the three years' experience he had in running an engine in a tile mill at Grand View, Illinois. He was born at Grand View in 1868 and passed through the public schools there, picking up what knowledge was available. It was upon the completion of his studies in the country school that he took up engine running. He had enjoyed some experience at weed pulling, but yearned to be an engineer and had this wish gratified. For three years he fired the boiler and watched over a thirty horse-power engine in the village tile mill. Then he began clerking in his brother's store at Kansas. It was here that Mr. Brice met young Hutton. He was induced to come to Terre Haute to try his fortunes. Twelve years were spent at the Brice store and four years in the Tune Brothers clothing store. Three years ago Mr. Hutton accepted a position with Ford & Overstreet, later purchasing Mr. Overstreet's interest in the business. The Hart, Schaffner & Marx line of clothing is carried by the firm, and it has a good booster in the junior member.

Mr. Hutton is an Elk, a K. of P., a Maccabee and a member of the Young Men's Business Club.

CHARLES STACY BATT

"CHARLIE," as all of his friends know him, was born right on Mason and Dixon's line, and it is only in recent years that he got so far north of the line as Terre Haute. It is related of him that the first thing he did after arriving in this world was to shake hands with his nurse, and he has been shaking hands ever since, being a staunch advocate of this evidence of democratic principles. As he grew up he attended the public schools and the high school at New Albany, Indiana, for this was his birthplace, and then took a course in DePauw college.

After leaving school he secured a clerkship in a railroad office, and was so successful in this line that within three years he was chief clerk in the Big Four freight offices at Louisville. Soon the legal microbe asserted itself as the romance of the railroad and its routine wore off, and he abandoned railroading to take up the study of law at the University of Michigan. He supplemented his law with several studies in the literary department, and while at Ann Arbor was a member of the leading literary and debating societies. He stood third in oratory in his graduating class, which was composed of three hundred students. While in college Mr. Batt took a great interest in athletics, being a member of the pedestrian and the 'Cross Country Clubs.

Having selected Terre Haute as the coming city of the middle west, Mr. Batt decided to locate there. He made a specialty in school of corporation law, mining law and damages, these being his three majors. His knowledge of these subjects has served him well.

He is an enthusiastic member of all the Masonic orders having been the youngest Knight Templar in his home Commandery two years.

CHARLES G. REYNOLDS

THE most important thing that Charles G. Reynolds does each day in the commercial life of Terre Haute is to measure the quantity of beer that passes from the big storage tanks of the Terre Haute Brewing Company into the bottling department of the concern. His task is not completed until he steps into the office of the brewery and collects the amount of tax due Uncle Sam. With note book and pencil in hand, Charlie reads the gauges on the various tanks and when this is completed gives the signal which releases the amber fluid that is soon bottled, and a few days later unbottled into the throats of the Americans who like their beer fully as well as does the Teuton.

Charles G. Reynolds is a citizen by birth. That is, he was born in Terre Haute, in 1872.

Passing through the public schools he entered into the drug trade. He remained at the business long enough to gain a splendid knowledge of pharmacy, and in 1895 purchased the drug store at Sixth street and the Big Four railway. He grew tired of making pills and filling prescriptions of various kinds and was appointed a deputy in the revenue office under Revenue Collector John R. Bonnell, in July, 1902. He is really the tobacco and brewery deputy and fills the position in a very capable manner.

Mr. Reynolds is a Knight Templar, and is also a member of the Maccabees. He has been pretty busy most of his life and has no pronounced fads, or at least but little time in which to indulge them to a great extent.

JOHN M. M'PEAK

THE name of McPeak is synonymous with juicy steaks, wholesome German or French fried potatoes, delicious gravy, steaming hot coffee, and real country butter. There is a great difference between a pie counter, a boarding house and a real restaurant. The McPeaks have Terre Hauteans so well trained that they never think of going anywhere else to eat when their families desert them for the shore or Sullivan.

John M. McPeak has made a success of the feeding business and his personality has something to do with his popularity. Did you ever meet a big man that was not somewhat good natured? There are many vexing things that come up in the restaurant business and to keep in good humor requires no small amount of patience, tact, and a tendency to overlook the oddities of some persons who are generally disagreeable at their meals. Suppose that one of these intensely disagreeable individuals should come into the McPeak restaurant and say, "Your coffee is weak, needs a little more real Mocha and Java." Mr. McPeak would be the man to say, "Sorry, very sorry. If you will wait I will make a new batch of coffee immediately." But as the subject of this sketch always serves good coffee, it is never necessary for him to say anything of the kind.

John McPeak was born at Girard, Illinois, and for a time lived on a farm. He moved from Girard to Terre Haute at the age of twenty-one and associated himself with his brother in the restaurant business. In 1901 he established a restaurant on South Sixth street, later moving to his present location, No. 773 Wabash avenue. As a caterer Mr. McPeak has a reputation for setting out good things to eat and serving them in proper style. At various lodge banquets he is in great demand.

BERNARD J. RICHARDS

BERNARD J. RICHARDS, one of the republican members of the city council, is from the Second ward, and is enjoying his first experience in politics. This member of the council declares he has no serious intention of introducing such an ordinance as represented in the caricature. It is true that there is considerable spooning done in Collett park, away from the fierce glare of the electric lights, but Councilman Richards insists that this is the sweetheart's privilege and not a subject for councilmanic action. There are more weighty questions to be considered by the city's solons.

Mr. Richards came into the council riding on the highest part of the republican landslide of 1904, and he has been kept busy ever since looking after local legislation and attention to the wholesale coal business.

Comparatively few people know that the new councilman is a native of England. He is; but left the land of John Bull before he imbibed any English ideas.

Mr. Richards was born in Woodhouse, a suburban part of the great manufacturing city of Sheffield, in 1878. Mr. Richards, Sr., moved to the United States with his family when Bernard was four years of age, first settling at Shelburn. A few years later the Richards brothers came to Terre Haute and engaged in the coal business with their father. An extensive wholesale business is transacted by the firm whose members are interested in several mines in the surrounding coal field.

CHARLES F. HAUPT

"SHOW ME" would be a very natural expression for Charles F. Haupt to use on various occasions, but especially if confronted by a rival who contended that his policy was about the best in the world. This query would come very easily, for Charles Haupt was born in the great "Show Me" state, on a farm near Cape Giardeau, in March, 1862. Just a common school—very common school education, to use the words of Mr. Haupt—was received by him in this particular neck of the woods.

The future insurance hustler graduated from the farm at the age of twenty-two, and from the Terre Haute Commercial College in 1884. His first position here was with the "Old Buckeye Cash Store," at Sixth street and Wabash avenue, where he remained nearly four years.

Accepting a position in the First National Bank he remained there for eleven years. Since 1898, at which time Mr. Haupt became district agent of the Mutual Benefit Life Insurance Company, he has been busy in extolling the merits of the policies sold by his company and has influenced hundreds of men to look out for the future by investing in real good insurance.

As a supporter of the Young Men's Christian Association Mr. Haupt is one of the staunchest, and is at present the treasurer of the local association. Recently he was elected a member of the Board of Children's Guardians, and is already familiarizing himself with the duties of the new position. Mr. Haupt does not belong to any secret order, on account of his aversion to goats. He is one of the few, very few men in Terre Haute who have never been a candidate for any public office.

EMMETT F. RODENBECK

EMMETT F. RODENBECK does not dress in such an ultra style as the caricature would have you believe.

In fact he is rather modest, except when it comes to a discussion of the insurance business. This subject he has given deep study. He believes in insurance for the protection of the family mainly and he is right. The number of Connecticut Mutual policies written by Mr. Rodenbeck in this section of the country and the manner in which these policies stick, testify somewhat to the ability of the representative of the company, as well as to the popularity of the Connecticut Mutual.

Mr. Rodenbeck is a native of Green county, Indiana, and was born on a farm near Switz City, in 1856. As a young man he availed himself of the educational facilities of Green county to the best extent possible, and then began teaching school. He was "wielding the birch" at the age of nineteen and continued in this profession until he was twenty-four. One year of this period he taught a school near Iola, Kansas. In 1882 he came to Terre Haute and entered a business college. After completing his commercial course he entered the employ of the Havens & Geddes wholesale dry goods house. Then for a number of years he was connected with several of Terre Haute's best known firms. In May, 1896, he resigned his position as credit man at the wholesale house of Hulman & Company and went into the life and fire insurance business. In 1897 he was appointed general agent of the Connecticut Mutual Life Insurance Company, having charge of the territory in western Indiana. An event which marked an epoch in Mr. Rodenbeck's life was his marriage to Miss Elizabeth Ensey, of Terre Haute, in 1888.

Mr. Rodenbeck is interested in the Young Men's Christian Association, being one of the directors of that organization. He is a member of both the Masonic lodges and the Knights of Pythias.

HARRY O. BRONSON

HARRY O. BRONSON might have been a scientist as well as a promoter of entertainment, but fate decreed otherwise. Polo was a comparatively new sport in this neck of the woods until Mr. Bronson and his brother Ross began figuring on a coliseum where polo could be played and Terre Haute would have at the same time a place large enough for public meetings of all kinds. The game has met with such favor in Terre Haute that the fans naturally feel under obligations to the Bronsons for the establishing of the sport here. Now, even the small boys, who cannot prattle plainly understand the fine points of polo, and the women, too, really know the game and enjoy it. Mr. Bronson has aspired to give Terre Haute a first-class vaudeville style of entertainment and the coliseum may yet serve as a popular place of recreation in summer as well as winter.

Mr. Bronson was born in Terre Haute during the same year that Chicago experienced her great fire. When he was old enough he entered Notre Dame college at South Bend and remained there until he completed his junior year. After his return home he attended the Rose Polytechnic Institute for a time, but the sciences did not attract him so strongly as was expected. He was in the revenue office four years, a deputy under Judge Jump. Next, Mr. Bronson was associated with his brother, Ross Bronson, in the manufacturing of workingmen's garments, the plant being located at Tenth and Chestnut streets. A fire destroyed the factory and Mr. Bronson then conducted the bath house and roller skating rink on Tenth street until the Coliseum was built.

FRANK L. GILBERT

WHO has ever heard of the little Isle of Guernsey? But few persons, to be sure, on this side of the big pond. It is a part and parcel of the great possessions of the British Empire. It has a curious mixture of French and English, some of the French customs still being greatly in evidence. This little island boasts of a thrifty population, the average wealth of each person being larger than that of any other country of its size in the world. Naturally, the descendants from the sturdy families of Guernsey must inherit some of the business instinct that makes a man successful. Frank L. Gilbert's father was born on this island and he was an Englishman. He came to the United States while yet a young man and located in Terre Haute. For years he conducted a confectionery and ice cream parlor, which was one of the best known places of this kind in the city.

As a boy, Frank Gilbert early developed the business side of his life, getting most of his education in the school of experience. He first established himself in the retail tobacco business in the Grand Opera House building and meeting with success, opened a second store on Wabash avenue. He is a wholesaler and retailer and handles but the best of high grade tobacco. The "Seminola" brand is so well known in Terre Haute that the average smoker needs no introduction to it. This particular cigar enjoys great popularity, first because the quality is all right, and secondly because Mr. Gilbert's methods of getting it on the market are the kind that bring results in any business.

The pusher of the "Seminola" and other good brands of cigars is an Elk, a member of the Commercial club, the Young Business Men's club and the Wabash Cycling club.

LOGAN G. HUGHES

LOGAN G. HUGHES has talked about bicycles so much that he is almost a crank on the subject. Cranks are essential. For instance, what would the bicycle be without a crank? The wheel business is Mr. Hughes' hobby, and it has proved to be a profitable one. The wheel which he presents is the National. He has not only succeeded in impressing the Terre Haute public favorably with its merits but has established the fame of this same make in at least a dozen states, the territory of which he is in charge for the National company.

This exponent of the wheel was born in Sullivan county, the same locality from which have emigrated a large number of Terre Haute citizens. Mr. Hughes was born on a farm and served his time following the plow and the binder. He attended the country schools and after securing what education they afforded, learned the trade of stationary engineer. Terre Haute being the metropolis of Southwestern Indiana and affording greater opportunities than elsewhere, Mr. Hughes decided to locate here. He held several positions as an engineer with well-known manufacturing concerns and in 1894 went into the bicycle business at his present location, Fourth and Ohio streets. He is associated with Charles M. and William A. Miller and the firm does an enormous volume of business in the selling of wheels and wheel supplies. As the central agency for the National in this part of the country, the firm has a wide acquaintance.

One of the pioneer members of the Wabash Cycling Club was Mr. Hughes and he is still an enthusiastic wheelman. He has noted with no small degree of pleasure the revival in wheeling and is one of the most ardent advocates of the exercise as a means to health and happiness. In addition to being engaged in the wheel business Mr. Hughes is investing in real estate, having great faith in Terre Haute dirt as an investment.

He is a Mason, an Elk, a Knight of Pythias, a member of the Young Business Men's Club and of Post G, T. P. A.

H. A. CONDIT

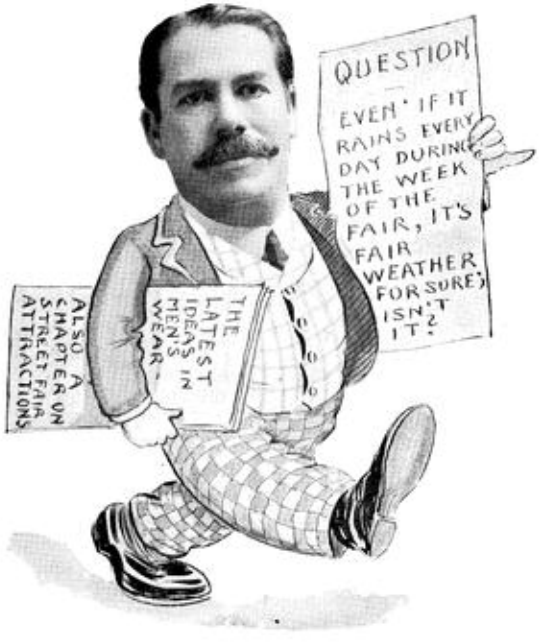
HERE we have a good likeness of H. A. Condit, who is an enthusiastic Elk and also one of the well known members of the Terre Haute legal profession. His Elk friends have appreciated him so well, as secretary, that he has held this place for the past five years. It is usually the secretary who is busy when others are taking it easy and this may be the reason the Elks have honored him with one of the most responsible positions in the lodge.

The Condit name has been associated with Terre Haute for a good many years. Rev. Blackford Condit, the father of H. A. Condit, was one of the city's best known Presbyterian clergymen for years. A grandfather of Mr. Condit, Caleb Mills, was one of the first professors of Wabash college, and fathered the first public school law in Indiana. Naturally, when the subject of this sketch completed his work in the public schools, he went to Wabash college, an institution which his grandfather had helped to make one of the most famous in Indiana. While at school Mr. Condit was a member of the Beta Theta Pi fraternity and took an active interest in athletics and all other college sports. He received his degree of A. B. in 1890, and on returning home began the study of law in the office of Stimson, Stimson and Higgins. He was admitted to the bar in the same year. Mr. Condit is a member of the law firm of Stimson and Condit. If he has a pronounced hobby, it is the collecting of books, and he has already secured a number of rare volumes pertaining to different subjects. Mr. Condit is a member of the Columbia Club of Indianapolis and of the local Commercial Club.

MARX MEYERS

IT would be almost impossible to have a street fair—no, not a "street fair," but a "carnival," if you please—without the aid of Marx Meyers. Mr. Meyers objects to the expression "street fair," and for very good reasons; chiefly because the "street fair" has fallen into disrepute with the clerical profession and for this reason Terre Haute has never had anything but carnivals. But, as we were starting out to say—have you ever seen a real successful carnival without Mr. Meyers lending a helping hand? To him we have been indebted for some first class attractions, for the amusement end of the carnival and county fair, always falls to Mr. Meyers, who seems fully qualified to handle that kind of business.

You would hardly expect anything good to come out of Evansville, but just the same that is the birthplace of Marx Meyers. He was born in the "Pocket City" in 1859, December 26th,—he came within one of being a Christmas present. He graduated from the Evansville high school and after spending some time at a college in New York City, he went to Caseyville, Kentucky, where he was engaged in the clothing business with an uncle. In 1881 Mr. Meyers and his brother, Emil, came to Terre Haute. They opened a clothing store at the southwest corner of Fourth and Main streets. From the start the business grew rapidly, and in 1900 the firm moved to its present quarters in the new Naylor-Cox building. In five years' time the business of Meyers Brothers has tripled. This is the result of hard work and a liberal use of printers' ink. Mr. Meyers' liberality in all things may have something to do with his popularity. He is first, last and all the time for Terre Haute. Aside from the attention he gives to the clothing business, he is vice-president of the Terre Haute Trotting Association and is also interested in the Indiana Savings and Building Loan Association, being vice-president of the latter. He is a member of the Knights of Pythias and of the Masons.


QUESTION
EVEN IF IT RAINS EVERY DAY DURING THE WEEK OF THE FAIR, IT'S FAIR WEATHER FOR SURE, ISN'T IT?
THE LATEST IDEAS IN MEN'S WEAR
ALSO A CHAPTER ON STREET FAIR ATTRACTIONS

EDWIN R. BRYANT

OVER forty years ago Edwin R. Bryant accepted a position with the Vandalia railroad at Indianapolis as chief train dispatcher, and he has been with the company ever since. At that time—1862—there were four telegraph offices between Indianapolis and Terre Haute. Part of Mr. Bryant's work was to establish telegraph offices and he increased the number considerably between 1862 and 1865. He first came to Terre Haute in 1865 and has been identified since that time with the Union line, paying particular attention to special service.

Enfield, Massachusetts, is the birthplace of Mr. Bryant. He received his education in the village school there and at Northampton. Before he was of age he was learning telegraphy and accepted a position as a telegrapher on the old Boston and Portland road at Lawrence, Massachusetts. The line was only a hundred miles long and messages in those days were received on paper, small perforations spelling out the words that were sent by the chief dispatcher. Operators in those days were not allowed to read by sound, as it was considered unsafe, the superintendent being fearful that mistakes would be made in the receiving of messages and wrecks would follow. After about five years at Lawrence, the young operator came west and accepted a position with the Lake Shore. Next he identified himself with the Vandalia.

Mr. R. E. Ricker was the first superintendent of the Vandalia and Mr. E. J. Peck was president of the company. These officials, as well as Chauncey Rose, are well remembered by Mr. Bryant, who is chock full of railroad reminiscences. As agent of the Union line Mr. Bryant travels a great deal on the Vandalia and connecting roads, but in his long railroad experience has never met with a serious accident. He has been in love with railroading from the start and will only quit when he is affected by the pension rules of the Pennsylvania system. Mr. Bryant is a Knight Templar.

ELLIS E. SOUTH

ELLIS E. SOUTH, sometimes known as "Colonel" South, is pointing the way to the Knickerbocker Special. According to "Colonel" South this is about the best train to New York and Boston, as well as other eastern points that can be taken by Terre Hauteans. The Big Four is not owned by Mr. South, but he has been just as loyal to its interests as if he controlled the majority of stock in the company.

Mr. South has grown up with the Big Four. He was born at Brownsburg in Hendricks county, Indiana, in 1851, and as a baby daily heard the toot of the Big Four trains on the Peoria division of the sytsem. He still kept within hearing distance of the Big Four trains when he lived at Danville and Greencastle and in these two towns secured his school training. At Danville he attended the Normal school for a time and at Greencastle spent two years within the halls of old DePauw. He didn't wait for a degree—he was too anxious to be a railroad man and began learning telegraphy at Danville in the Big Four station. His first regular position was at Tower Hill, Illinois, on the St. Louis division. Before coming to Terre Haute in 1883 he had worked either as ticket or freight agent in all of the offices along the St. Louis division He began here as ticket and freight agent at the old yellow depot of the Big Four at Sixth street. After ten years he was appointed general agent with downtown offices in the Terre Haute House. He has been popular with the traveling public and evidently has pleased the company first-class.

"Colonel" South is one of the most popular railroad men in Terre Haute and if we should live for another hundred years we would still expect him to be connected with the Big Four, because he would not look natural in any other position. He is an Elk and a "way up" Mason, being a member of the Blue Lodge, Knights Templar, Royal Arch and the Mystic Shrine.

HERMAN A. MAYER

IN a few years from the present time, 1905, you may turn the pages of this book and at certain places where a laugh may now be found no humor will then be discernible, while on other pages an added smile may be discovered, placed there by the changes which time alone can bring. One notable change will be the shifting of the places of importance in the commercial and professional world from the older to the younger shoulders. A number, in ten or fifteen years, will have passed from the field of activity and many of the young men, like Mr. Mayer, for example, will be occupying the center of the stage.

Herman A. Mayer, whom we find at the teller's window, is essentially a Terre Haute product. He was born here in 1880. He attended St. Benedict's parochial school and later entered Teutopolis College, at Teutopolis, Illinois, where he graduated Returnig to Terre Haute, he decided on a business career and when a good man was wanted for the position of teller at Terre Haute's newest and most splendid financial institution, Mr. Mayer was selected for the place. The Trust Company has one of the handsomest buildings in the city, and while yet comparatively young, is one of the soundest concerns in the state, being backed by ample capital and men well known in the community.

Mr. Mayer is a member of the local lodge of Elks and the Knights of Columbus.

DANIEL E. REAGAN

There were "head blocks" in ye olden time and block-
heads there were always;
There are blocks of houses and houses of blocks,
And blocks of streets and by-ways,
But the best of all is our Hollow Block
That everyone uses now-a-days.
—Rhyme by Daniel E. Reagan.

WE know that Mr. Reagan is an orator, but this will be the first time that some of his friends will know that he has been guilty of courting the muses. Mr. Reagan cannot be blamed. He is simply enthusiastic about a very excellent hollow building block made by his company.

When Daniel Reagan graduated from the public schools of Indianapolis, he went into business with his father, Edward Reagan, a pioneer resident of the Capital City. Mr. Reagan, Sr., was a manufacturer of boilers. The son started out early in the manufacturing line and has stuck to it ever since. Coming here in 1882 he occupied the position of treasurer and general manager of the Blair & Failey Company for eight years. When the heading industry was crippled on account of the diminished timber supply, Mr. Reagan was associated with Mr. J. F. Failey and his sons in the organization of the Locust Land Company. Mr. Reagan is president of the company. Hundreds of lots have been sold and hundreds of homes built in the northeast end of the city on this tract of land.

In 1902 Mr. Reagan organized the Ayer-McCarel Clay Company, which has a modern plant at Brazil. The factory turns out vitrified clay products that find a ready market. A splendid reputation for the quality of its hollow blocks and gray faced vitrified brick has been established. As president of the company, Mr. Reagan is obliged to spend much of his time in Brazil.

His love of home is pretty well developed and he is the father of eight children. He was married in 1888 to Miss Virginia Wilds, of Natchez, Mississippi. He is a well-known Elk and district deputy of the Knights of Columbus.

FRANK C. FISBECK

TERRE HAUTE is essentially a city of homes and the numerous building and loan associations have done their share toward contributing to the prosperity of the individual and enabling him to have a home of his own. Mr. Fisbeck is holding up a very neat cottage to view and if called upon to tell you how to build such a residence, could give you some excellent advice. He is one of the veteran building and loan men of the town.

Mr. Fisbeck came to Terre Haute from Indianapolis when he was two years of age, having been born in the Capital City in February, 1855. He attended the public schools, completing one year in the high school. Very few Terre Hauteans remember the "Burger Zeitung," but Mr. Fisbeck remembers the paper very well. It gave him a start in a small way. For some time he was the only route carrier of the German weekly covering that territory bounded by Fifteenth and One-half and Locust streets and Third and Hulman streets. This was a good deal of ground to get over but Mr. Fisbeck stuck with his job until he got something better, and that has been his policy ever since.

One of the first positions Mr. Fisbeck procured was that of bookkeeper for the Hoberg-Root Company, which he held for twelve years. For seventeen years he was in the retail furniture business, and from helping people to furnish homes he began helping them to build them.

In 1900 he was elected trustee on the republican ticket, making a splendid showing in the race for votes. He filled the office in a very creditable manner and at a time when Terre Haute was growing very rapidly. During his incumbency three school buildings were erected and the teaching force increased from fourteen to twenty-five teachers. Mr. Fisbeck is financial secretary of the Mutual Building and Loan Association, and with his son, conducts a fire insurance and real estate business at No. 21 South Fifth street.

SIMON L. SEGAR

THERE is usually much of real live interest in a baby buggy. We have had Mr. Segar pose expressly so that we could give an accurate idea of what a matrimonial fruit basket is, and what it is used for. Next to carpet sweepers, Mr. Segar would rather sell perambulators than anything else in his line of business. He knows that one of these rubber tired vehicles removes a burden from the family and brings smiles to the faces of mamma and papa. Mr. Segar is a father himself.

One hustling advertising man who knows how to make the furniture business hum, came very near being a physician. This was Mr. Segar. After attending Shortridge high school at Indianapolis, his native city, he began the study of medicine in the office of a well-known firm of physicians. He delved into physiology, anatomy and kindred subjects for a year and a half before he reached the conclusion that it was not intended for him to alleviate the physical ills of humanity by administering nauseous doses and recommending vacations to the sea shore and mountains. He became a traveling clothing salesman and was successful. Next he entered into the employ of the Reliable Furniture Company of Indianapolis and from the start showed great ability. When the company decided to establish a store in Terre Haute Mr. Segar was one of the men selected to help matters along, and as a consequence he is well known as the advertising man and assistant manager of the Terre Haute Furniture and Carpet Company. His "ads" get the business and the store has a reputation of giving the people their money's worth, which also brings them back again.

Mr. Segar is very sociable and genial by nature and is one of the best known members of the Phœnix Club.

WILLIAM W. BROWN

THERE used to be a time when it wasn't so necessary to advertise. Advertising men will tell you it was during the middle ages that competition was less keen and the modern newspaper unthought of. We have progressed some since then. Mr. Brown has been caught in the act of quoting a rate in the Tribune-Gazette. Next to quoting you a rate he would rather close a contract. This last part he enjoys better than a square meal. Rates are higher in the newspapers of Terre Haute than they were several years ago, but the papers are better and their circulation more extensive. Incidentally it now costs considerably more to conduct a newspaper than formerly. This makes a difference.

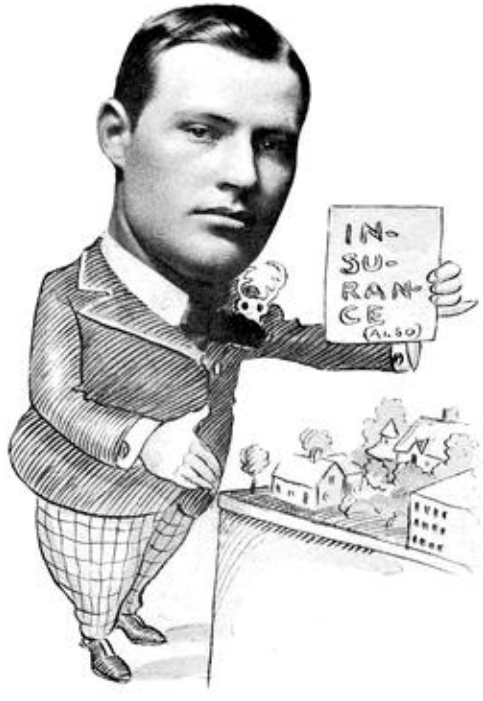
At a very early age Mr. Brown left the farm near Pimento, on which he was born, and attended the public schools in Terre Haute and also spent five years in the Gainesville, Florida, Military Academy. While in Gainesville he served as deputy assistant postmaster, and next embarked in the orange growing business. It was in 1895 that the awful freeze struck Florida and the oranges at the same time. This act of nature blasted the hopes of Mr. Brown. He returned to Terre Haute and secured a position in the office of the Express. In 1898 he became business manager of that paper, and continued in this position until the paper was sold. He then joined forces with the Tribune-Gazette, becoming manager of the advertising department. He has seen a wonderful development in advertising in Terre Haute and has had much to do with bringing about the full page "ad" and the use of more space from merchants who formerly spent but a comparatively small amount for publicity. The more liberal use of the advertising columns has resulted in increased business for the merchant and has been responsible for the Terre Haute newspaper managers giving the public as good daily papers as can be found anywhere.

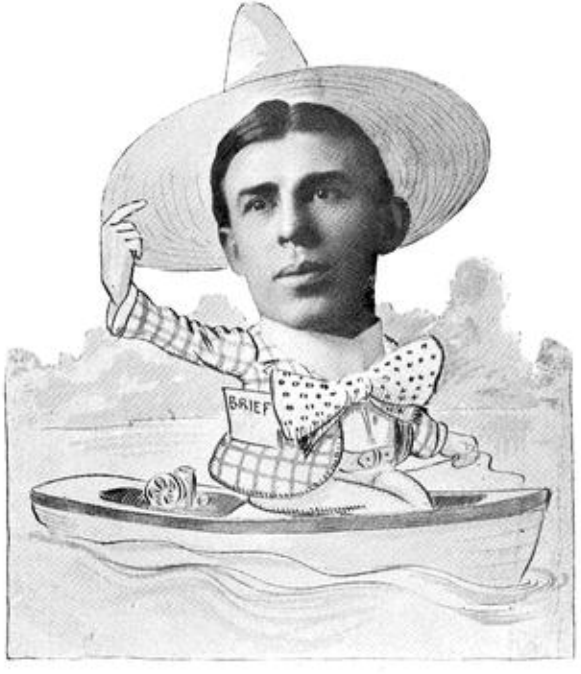
PATRICK W. HAGGERTY, JR.

THERE is no danger of Patrick W. Haggerty, Jr., getting lost in Terre Haute. He was born in this city about twenty-eight years ago and is very well contented with the outlook. After attending St. Patrick's parochial school and the high school, Mr. Haggerty began his career. The first few acts of his early life were performed in a rolling mill where considerably more muscle than education was necessary. This did not satisfy him, and he looked for something better. He became an employe of the wholesale grocery house of Strong & Company and advanced through several positions to that of shipping clerk. Then he became a traveling salesman and sold goods in Illinois and Indiana.

Believing that salesmanship was a pretty good profession, Mr. Haggerty decided to try life insurance. He met with fairly good success as a representative of the New York Life Company but did not strike his gait until he became a member of the firm of Durham & Haggerty in 1902. Since then Messrs. Hagerty & Durham have made a number of big real estate deals and have an unfaltering faith in Terre Haute's future. They have handled a number of additions in the best residential sections, disposing of hundreds of lots upon which are now being erected some of the coziest and nicest homes in Terre Haute. A general fire insurance business is conducted by the firm, a number of the best known companies being represented. Their offices in the Grand Opera House block are as commodious and convenient as any in the city.

Mr. Haggerty is recognized as one of the hustlers in the real estate business and is a member of the Young Business Men's Club. He is also an Elk and a member of the Knights of Columbus council.





ORA D. DAVIS

HERE we discover Mr. Davis in his launch the "Bunangie," leaving the foot of Walnut street for the Tishi-mingo cottage, six miles up the classic Wabash. Attorney Davis is one of the faithful few who keep alive an interest in aquatics on the Wabash. Were it not for him and Paul Dressler we would hardly know that there was such a picturesque stream so near. Mr. Davis is the engineer of the "Bunangie" and at times he is assisted in navigating the river by "Skipper" John E. Cox, "Pilot and ex-officio Admiral" Fran Carmack and "Stevedore" George M. Crane.

Newport, Indiana, was the birthplace of Mr. Davis and even before his graduation from the high school he had his mind fully made up to become a lawyer. For some time he studied law in the offices of Conley & Sawyer, and upon going to Ann Arbor was able to complete his course within one year's time.

In December, 1891, Mr. Davis came from Ann Arbor to Terre Haute, carrying with him a crisp sheepskin from the University of Michigan law department, and began looking about for a place where he could crowd into the ranks of the lawyers. Judge Eggleston treated the young man very kindly and Mr. Davis remained in his office for three months. He then opened an office for himself. In 1893 he formed his present partnership with John E. Cox. Mr. Davis has devoted much of his time to the phase of legal work pertaining to real estate, and building and loan associations. He also gives considerable attention to the examination of abstracts, titles and conveyances. One of the big events in the life of Mr. Davis was his marriage in 1895 to Miss Bun Nixon, of Newport. As a member of the Elks, Knights Templar, Terre Haute Commandery and the Knights of Pythias, Mr. Davis has a wide acquaintance.

WILLIAM CLARK

MR. CLARK is one of Vigo county's hired men. If you are unfortunate enough to have anything of value you must go to him and pay for the privilege of retaining it. At least that's the way some people look upon the question of paying taxes. But that's not the right way, of course. When you deposit your little portion with the county treasurer you are paying only a small price for the blessing of living in a land of culture and civilization, where the protection of life and property and personal rights is assured, or else you have the privilege of starting a row at once to know the reason why.

In the populous county of Vigo the office of treasurer is an important one. Mr. Clark seems to be managing it to the satisfaction of everybody, however.

Mr. Clark was once a printer, but he has almost succeeded in living it down. He learned his trade on the old Saturday Evening Mail and worked on the Express. He quit the printers' trade in 1882 to enter the grain buying business at Riley. It was down in Riley township, a democratic stronghold, that he gained some very good experience in politics. Although a republican, he was trustee in the township from 1894 to 1900. In November, 1900, he was elected county treasurer, taking his office in January, 1902. He was re-elected in 1902. Mr. Clark has made a splendid showing in the collection of delinquent taxes. He became city treasurer under the new city charter in 1902 and has given his attention to both the funds of county and city, in an able manner. For the past two years Mr. Clark has been county chairman for the republicans.

Socially he is well known and is a member of several lodges, among them the Elks, the Knights of Pythias, the Woodmen and the Maccabees.

HERBERT E. ROYSE

HAD the snapshot been taken a half second later, the scene would have been wholly different. The ball, for instance, would be entirely out of sight, cutting swiftly through the atmosphere of the farm adjoining the Country Club links. Mr. Royse is about to swat it. We are aware that isn't the correct word to use, but we newspaper folks are too busy to learn the game—to say nothing of learning golf terms—so that descriptive word must suffice to tell about what is to happen.

While Mr. Royse is not up at the top in the game of the canny Scots he admits that it furnishes him considerable exercise and pleasure, and hence, he indulges in it as often as his business will permit. Mr. Royse is one of the younger business men of the town, and is secretary of the I. H. C Royse Company. A general real estate, insurance and loan business is transacted and the firm is one of the best known in the city.

Mr. Royse is a native of Terre Haute and is a graduate of the high school. He spent two years at DePauw University and two years at Baker University, Kansas. While in school he took a great interest in athletics and social affairs, and is a member of the Beta Theta Pi fraternity.

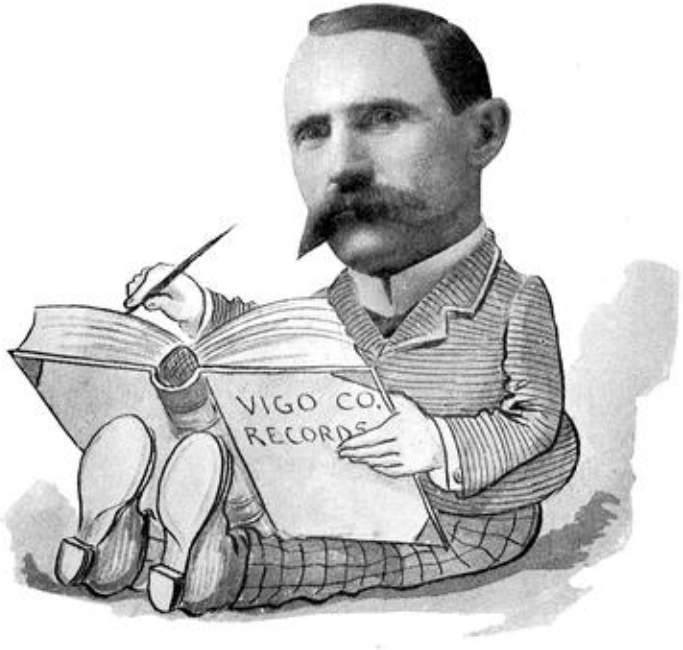
As a member of the Country Club, he is chariman of the house committee, a most important position as every one knows when given the attention which Mr. Royse devotes to it. He was one of the first members of the Young Business Men's Club, which has become one of the most thriving organizations in the city.

WILLIAM E. HORSLEY

WE must admit that William E. Horsley is admirably fitted by nature to be a sheriff. It requires a big man for the office and "Bill" fills the bill. Notice how easily he carries the prisoner to Vigo's bastile. While Sheriff Horsley is surrounded with several able deputies he does not permit them to make all of the arrests. Since going into office the sheriff has, alone and unaided, captured six men who have defied the laws of this great commonwealth, and in each case the man arrested has been convicted of his crime. This all within the space of a few months.

It was lucky for the sheriff that he has always been quite a good sized fellow, for his school career stopped when he was nine years of age. In order to help in the daily struggle, William chucked the books at this tender age and went to work hacking brick in a brick yard. At eleven years of age he was doing some heavy work in one of the rolling mills and at thirteen he was learning the brick layer's trade. When he was sixteen—at a time when most boys are entering the high school—the future sheriff was in the contracting business and yelling "more mortar" from the scaffolding of Terre Haute buildings. Naturally he made a large number of friends and with his jovial and genial nature was just the man to make the race for the nomination for sheriff on the republican ticket in 1904. He secured the nomination all right, and when the votes were counted at the election it was found that he had received the largest majority of any sheriff ever elected in Vigo county. He has a good record in the office thus far, and gives promise of carrying out the schedule to the dot.

When Sheriff Horsley isn't busy arresting a prisoner or making out a bill of fare for the prisoners at the jail he is paying lodge dues. He belongs to the following organizations: Knights of Pythias, Odd Fellows, Eagles, Red Men, Modern Woodmen, Maccabees, Loyal Order of the Moose, Wabash Cycling Club and the Pastime Club.



MICAJAH T. GOODMAN

THE first farm plat to be placed on file in the recorder's office was that of the Goodman farm in Sugar Creek township, and the filing of this plat was one of the first official acts of the present recorder when he came into the office in 1904. The Goodmans have been interested in farming and the breeding of good horses for so long a time that it is rather surprising to find one member of the family occupying a public position. It's a family failing of the Goodmans to like good horses, and they have cleaned up about all of the red prize ribbons at the county fairs in this part of the state with their well-bred horses.

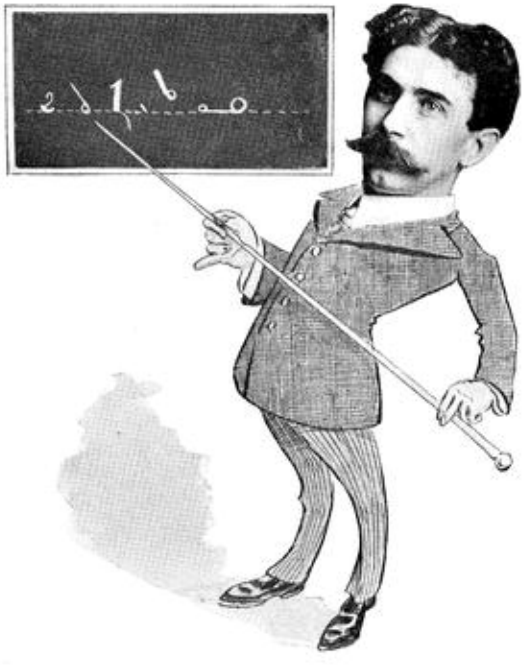
Micajah T. Goodman was born on a farm in Sugar Creek township in 1847. He attended the country schools and was nearing eighteen years of age when he enlisted in Company K, 133rd Indiana Infantry. When the young soldier was mustered out in 1865 he took his army pay and went to college at Westfield, Illinois, remaining there two years. Then he returned to farming and the breeding of fine horses. Always a good republican, he has taken more or less interest in politics, and for four years was a justice of the peace in his township. Then he served two years as a member of the county council and in 1903 became a candidate for the nomination for county recorder. Upon taking his office, Mr. Goodman moved to Terre Haute but the love of the farm was too strongly implanted in him, and he went back to it. The recorder's office is being kept in tip-top shape and the recorder is assisted in his work by his son Fred, who acts as deputy.

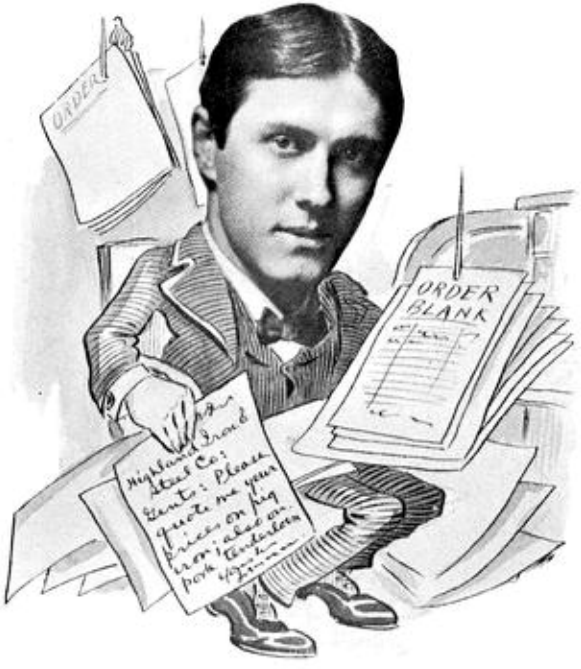
M. M. LINK

"SHORTHAND opens the door to business success." Here is Principal M. M. Link, of Brown's Business College pointing out a truth to some of the students of his school. It may be a hidden truth to many, but the man or woman who began a successful business or commercial career will read it and say, "Link is right."

Brown's Business College, located in the new Arcade building, has grown rapidly under the administration of Principal Link and is one of the best equipped schools of its kind in this part of the country. Mr. Link came to Terre Haute in July, 1902, and opened the school that fall with forty-eight students. The next year he had seventy-four students, and in September of 1904, one hundred and forty-seven students were enrolled, showing that the proper kind of management always brings results. Shorthand, business methods and telegraphy are given special attention and Brown students have been successful in soon finding a place for themselves when leaving the school.

Mr. Link is a Buckeye, and was born near Hillsboro. He attended Hillsboro conservatory, taking an academic course, and then went to the Northern Indiana Normal School, where he took both a scientific and Normal School training, afterwards entering the business department. He supplemented the commercial course by studying still further at Cedar Rapids, Iowa, and then began his teaching career. Principal Link has been identified with some of the best known commercial schools in the country, among them the West Side Business College of Chicago, and the Walworth Business College of New York City. He came to Terre Haute from Racine, Wisconsin, and since his residence here promoted the Arcade building, securing the entire control of the building for a term of ten years, planning especially for a college, sub-letting all rooms not required for the school purposes. Mr. Link has made many friends and is a member of the Centenary church board. Recently he was inducted into Paul Revere lodge, Knights of Pythias.





WILLIAM M. MEYERS

OHIO has ever been generous to Indiana, and our sister commonwealth has aided in building up Hoosierdom by contributing a real good citizen every once in a while. For years we have always looked to Ohio for great politicians and have not been disappointed, for not only have good politicians arisen from the obscure corners of the state, but great statesmen and even presidents have come to the front.

While Ohio has attempted a corner on presidents, she has done fairly well in sending to Indiana men who figure prominently in the manufacturing world. William M. Meyers is a Buckeye, his native town being Mansfield. However, he received his education in Columbus and Toledo, graduating from the Toledo high school. He early caught the spirit of the hustling city on the Maumee and secured employment with the Toledo Bolt and Nut Company. After being with this company four years the plant was moved to Muncie and Mr. Meyers decided to cast his fortunes with his associates in the Hoosier gas belt. The Toledo Bolt and Nut Company was consolidated with the Indiana Iron Company and Mr. Meyers became cashier. Later the company was merged into the Republic Iron and Steel Company and Mr. Meyers was promoted to the position of chief clerk in the district manager's office. He received a splendid training in these positions and when the Highland Iron and Steel Company was formed he became secretary, coming to Terre Haute in 1901.

While the duties of his position require a great deal of time, Mr. Meyers, who is a member of the Country Club, finds relaxation occasionally in golf, though he makes no brags at excelling in the game of the canny Scots. He is a member of the Commercial Club, wears the antlers of No. 86 Lodge of Elks, and is also a member of the Young Business Men's organization.

LEWIS D. BLEDSOE

LEWIS D. BLEDSOE, republican councilman from the Third ward, has been in Terre Haute twenty-four years. Practicially all of this time he has been in the employ of the Vandalia Railroad Company in the freight department. As chief clerk he probably hears almost as many kicks in a single day as the express agent, the telephone operator or the hotel clerk. No sooner does he get the mail opened in the morning than the telephone rings and he gets something like this:

"What's the matter with that bill of goods I ordered from New York? I received the bill of lading two days ago! The Vandalia line beats the band. If you can't do better after this, I'll have to ship by some other road."

Then it's up to Mr. Bledsoe to pacify the unreasonable person and tell him that the United States mails are carried just a little bit faster than freight.

With his many duties Mr. Bledsoe has kept a cheerful disposition. He is always at his post and is a good citizen. When Councilman A. W. Vaughan was selected as a member of the board of public works, Mr. Bledsoe was appointed by the council to the vacancy from the Third ward. He has filled the position with dignity and credit, but does not yearn to continue in it. He was one of the few men not a candidate for nomination and re-election to the council in the last primary.

Mr. Bledsoe was born in Seymour, Indiana, April 18, 1862. He resided at Columbus, Indianapolis and Evansville before making Terre Haute his home. He is an enthusiastic member of Company No. 3, Uniform Rank, Knights of Pythias. For some time he has been interested in the affairs of the Terre Haute Casket Company and is a director in the concern.

WILLIAM E. BELL

IF Dr. Bell had shown as strong a liking for the farm earlier in life as he does now, the chances are that the medical profession would have lost a very valuable member. The doctor enjoys nothing better than going out to the farm, surveying the fields of growing grain and hearing the lowing of the kine. He is broadening out in agricultural matters, recently acquiring an interest, along with a number of other Terre Hauteans, in one of the counties of North Dakota where a big stock ranch will be maintained.

Dr. Bell had his first experience on a farm near the town of Rosedale, Parke county, where he was born in 1866. As a small boy he did the chores and milked the cows. However, at the age of fourteen, he came to Terre Haute and escaped a farmer's life. He spent one year in a local business college and then became bookkeeper and prescription clerk in the establishment of Cook & Bell. He remained there two years and then entered the high school. On quitting school he learned shorthand and accepted a position later in Indianapolis with the Terre Haute Car Manufacturing Company. Having had the medical profession in view for several years, Dr. Bell entered the medical department of Cincinnati University graduating from that institution with a splendid record. He began his practice here and has become known as one of the city's best surgeons, giving much attention to that branch of the profession. He was one of the six physicians who organized the Terre Haute Sanitarium which later became the Union Hospital. Dr. Bell has been deeply interested in the welfare of this charity institution and has been a member of the staff since the first, working earnestly to increase the facilities of the hospital and place it on a solid basis. His labors have not been in vain.

Dr. Bell belongs to the Vigo Medical Society, the Aesculapian Society, the Indiana State Medical Association and the American Medical Association. He is a great lover of hunting and fishing and enjoys these sports when he is afforded time for recreation.

JEROME W. DENEHIE

FOR some time the county auditor's office was in need of a better repository for the valuable papers that are taken care of by the auditor. A glance at the picture, however, shows a strong safe in which the county's property is snugly kept. Getting this safe was a hobby with Mr. Denehie and he finally won out.

Jerome T. Denehie, who occupies the position of county auditor, got there by hard effort, making the race for the plum in 1902. He hustled over the county from one end to the other interviewing his republican friends and some of his frends who were not republicans, and when the votes were counted he found that he had landed by a majority of 750 votes over his opponent, and led the county ticket. He was inducted into office in Jaunary, 1904.

Nineteen years of Jerome Denehie's life were spent on a farm. He was born in Fayette township, October 30, 1856. After a number of years Mr. Denehie lived for some time east of the city before becoming an urbanite. The common schools and the Garvin Commercial College provided Mr. Denehie with some of his fighting equipment and the rest of his education was picked up in the university of experience. After some time served in the grocery business and with the American Express Company, Mr. Denehie enlarged his knowledge of human nature by becoming a hotel clerk. For fifteen months he was the autocrat of the desk at the old Bronson Hotel. From there he went to the Hudnut Milling Company, remaining with this company for ten years, being a salesman on the road for seven years.

Mr. Denehie's entrance into politics was in 1894 when he became a candidate for city treasurer. He was defeated but was capable of making a still harder fight as was shown later on. In 1896 he was appointed a deputy in the office of County Auditor James Soules and remained in this position until 1902, when he resigned to make the race for county auditor. Mr. Denehie is one of the best known members of Post G, T. P. A., a Knight of Pythias and a member of the Modern Woodmen.

WILBUR O. JENKINS

WHILE Dr. Wilbur O. Jenkins is one of the most modest men in his profession, he can lay claim to one distinction that is not disputed. He was the first physician in Terre Haute to introduce the closed cab in making his round of patients. The queer box-like carriage attracted no end of attention when it first appeared on the streets. It was an innovation and has proved a blessing to the physician who is compelled to make drives in all kinds of weather and at all hours. It was not so very long after Dr. Jenkins and his cab became familiar to the public that the other physicians followed suit.

Dr. Jenkins began the practice of his profession in Terre Haute in 1884. He had just received a diploma from the Medical College of Ohio at Cincinnati, and decided that Terre Haute was about the best town in the state for a young physician. He was right, and has not regretted selecting this particular spot. Dr. Jenkins was born in the town of Franklin, Johnson county, Indiana, where his father was a Methodist clergyman. He failed to keep track of all the towns that he subsequently lived in, but during the early years of his life he was a resident of Jeffersonville, Shelbyville and Indianapolis. He attended the Indianapolis city schools before going to Moores Hill College, where he received the degree of A. B. in 1881. Later, in 1884, he received the degree of A. M. and M. D.

For twenty years the doctor has been a member of the staff of St. Anthony's hospital. He is also surgeon of the Southern Indiana Railroad and is so busy that he has little time to indulge in fads. Few doctors are good politicians, but Dr. Jenkins was chairman of the city republican committee in 1889 and served as chairman of the republican county committee very acceptably in 1890. For four years he was a valued member of the city board of health. He is a member of the Vigo Medical Society, the State Medical Association, the Aesculapian Society and the American Medical Association.

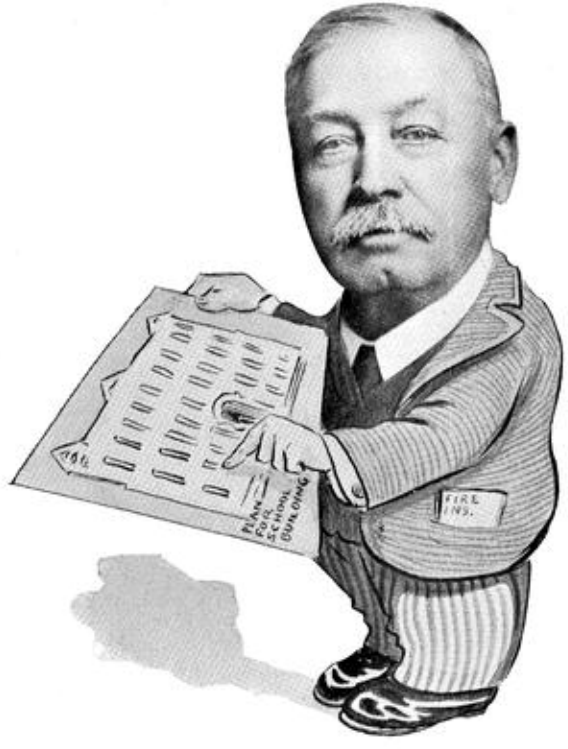
The social side of the doctor's life has been developed as a member of the Elks and the Masons. He belongs to the Terre Haute Commandery and Council, and is a Royal Arch Mason and a Shriner.

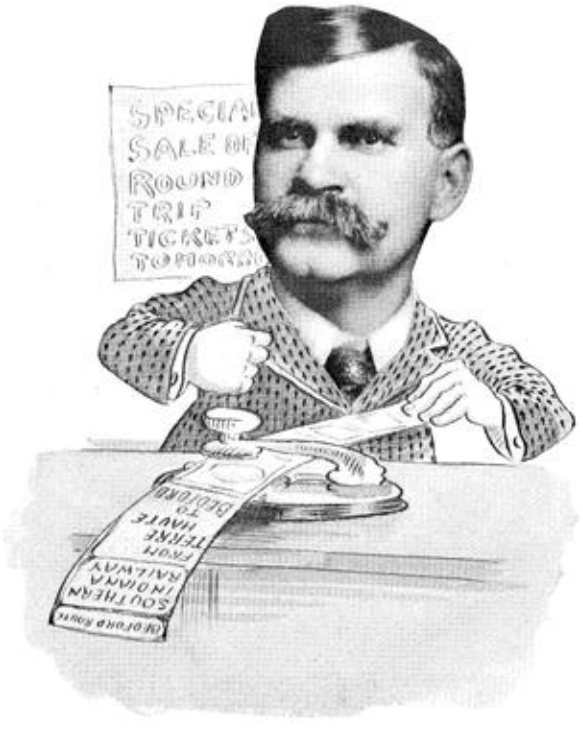
FRANK M. DUNKIN

FRANK M. DUNKIN, the democratic member of the school board believes in good, substantial school buildings and enough of them to properly house the coming generation. He knows something about the needs of the children, for he taught school in Indiana twenty years and at a time when comfort was not altogether the thing most sought after in connection with education.

Mr. Dunkin entered old Asbury University at Greencastle just as soon as he left the farm on which he was born near the college town. He spent two years in that institution. He had just finished his sophomore year when the civil war began and he enlisted at Quincy, Owen county, in August, 1861, in the Thirty-Third Indiana Regiment. He served three years and was mustered out in September, 1865. Mr. Dunkin was one of the men captured at Thompson Station by a detachment of General Forrest's Cavalry and was taken to Libby prison where he had an experience that he does not care to have repeated. When he returned to Putnam county, he began teaching school and followed this profession for twenty years. He came to Terre Haute in 1886, having been appointed a government storekeeper in the revenue office under the Cleveland administration.

After four years as storekeeper, Mr. Dunkin became associated with the Riddle-Hamilton Company in the fire insurance and real estate business. He talks just as fluently on tornado, life, boiler, plate glass, or accident insurance as he does on the fire insurance end of it, and is widely known among the business men of Terre Haute. As a democrat he was elected a member of the school board in 1903. Since he has been in office Mr. Dunkin has seen the new Eighth district building erected and noted needed repairs made on other school buildings. He has favored new structures in keeping with the growth of the city. He is a member of the Blue Lodge of the Masons and a Knight of Pythias.





CHARLES L. HARTENFELS

SEPTEMBER 1, 1901, Charles Hartenfels accepted the position of general agent for the Southern Indiana Railroad in Terre Haute, and on September 17 of the same year the first passenger train on the new road was started out of the union depot for its trip to Bedford, the southern terminus. Since that time Mr. Hartenfel has been hustling around in the interests of his company, first at the freight house and then at the downtown office. He knows all about rates and is one of the most obliging ticket sellers in town.

Charles Hartenfels was born in Mansfield, Ohio, the home of John Sherman and M. D. Harter, the latter a great free trader. He finished his course of study in the public schools and then attended Ada College at Ada, Ohio, intending to prepare himself as a school teacher. He taught school but one term, and in that brief time he couldn't help continuing to hear the roar of the locomotive and the clanging of the engine bell. As a boy he had worked as a messenger at the Erie station in Mansfield, and after ending the school term he began his railroad career. He first went to Iowa, where he joined a railroad surveying outfit of the Chicago, Rock Island & Pacific. Later he returned to Ohio and secured a position with the Erie in its freight and passenger department. In 1889 Mr. Hartenfels went to Evansville, Indiana, and accepted a position with the Ohio Valley Railroad. For three years he was chief clerk in the freight department of the road. Then he came to Terre Haute, accepting a place as bill clerk with the Evansville & Terre Haute Railroad. He resigned this position to return to the Ohio Valley, as Evansville agent, but again returned to the Evansville & Terre Haute and Chicago and Eastern Illinois in Terre Haute. After holding various responsible positions with the roads mentioned, he became general agent of the Southern Indiana.

JOHN L. SMITH

MR. JOHN L. SMITH, vice-president of the Highland Iron and Steel Company, is shown here shouldering his portion of the management of that large concern, one of the very best industries in Terre Haute. Born to the business, for his father before him was an iron and steel worker, Mr. Smith is practical in the broadest sense of the word. His shoulders are broad enough for the responsibility placed upon him, but he isn't obliged to shoulder any bar steel just at present. He has done his share of hard work when the industry was in its infancy and has seen rapid strides made in the manufacture of iron and steel products.

Mr. Smith was born in East St. Louis, Illinois, in 1863, when the place did not have a population of more than six hundred persons. His first work in a rolling mill was in the old Harrison plant at St. Louis, and after two years there he went to Springfield, Illinois, where he accepted a position with the Springfield Iron and Steel Company. For ten years he was in Youngstown, Ohio, where he learned the trade of a roller. Later he was located at Duncansville, Pennsylvania, returning to Youngstown for a short time and then moving to Muncie. While in the gas belt city Mr. Smith was head roller for the Indiana Iron and Steel Company and became the general superintendent of the palnt. Then he spent one year and a half with the Republic Iron and Steel Company. Mr. Smith had much to do with the planning of the local mill when he became associated with the promoters of the Highland Iron and Steel Company and came to Terre Haute in 1901.

Mr. Smith is an Elk and a thirty-second degree Mason. He believes in the future of Terre Haute and as a member of the Commercial Club is helping to push things along.

FRANK CONRATH

HEREWITH is presented an excellent likeness of a young man who is well known in the retail shoe business. He has taken an interest in footwear ever since he was big enough to make change, and he has fitted a good many thousand feet since he has been in business in Terre Haute. The program seen in Mr. Conrath's coat pocket may indicate something of the social side of his nature, for he has friends and lots of them.

He is one of the few persons born in Vincennes that had courage enough to leave Alice and the fanciful history that has been woven about her. When just a small boy Mr. Conrath landed in Terre Haute and he considers this big spot on the map as about the best in all Hoosierdom. Frank, as he is familiarly called, entered into the shoe business when he was thirteen years of age in the capacity of a salesman and he has stuck with it ever since, believing in the old adage that "a rolling stone gathers no dough." It wasn't very long after he began to learn about salesmanship until he was in business for himself and he has been paddling his own canoe ever since. By his genial disposition, perseverance and honest efforts he has gained the confidence of the public and has a host of warm personal friends. No retail shoe store is better known than the Conrath, at 328 Wabash avenue.

Mr. Conrath is a member of the Young Men's Institute, the Knights of Columbus and the Merchants' Association. He is too busy to indulge in very many fads but never misses a little social affair when it is convenient to be there.

EDWARD B. COWAN

AN epidemic of hog cholera in 1881 is mainly responsible for Edward B. Cowan being eligible for the office of councilman-at-large. If it had not been for the contagion which shattered his hopes as a breeder of hogs he might still have been engaged in that business on a farm north of the city. It was in 1880 that Mr. Cowan, his father and brothers engaged in the hog business and it was in 1881 that they retired therefrom on account of the death of every porker, large and small, from disease.

For several years afterward Mr. Cowan was engaged in the fruit and dairy business with his brothers, and then he decided to become a florist. For nearly two years he was with John G. Heinl and then accepted a position with the M. A. Hunt Floral Company. He remained with the Hunt company nine years, and together with his brothers established the greenhouses at the corner of Twenty-First and Spruce streets. Mr. Cowan is manager of the company. In 1904 Mr. Cowan first became interested in politics, and was the republican candidate for councilman-at-large, residing in the Fourth ward. He went into the office with a majority of 1400 votes over his opponent. He does not believe in giving valuable franchises away to corporations, and has already put himself on record in this respect. There is considerable Scotch blood in the veins of Mr. Cowan, for his parents and brothers and sisters were all born near Edinburgh. This may account for his "sticking" up for the rights of the people when measures that look suspicious are introduced by clever lobbyists. Orange county, New York, was the birthplace of the new councilman. He was born in 1869 and came to Terre Haute in 1873.

CHARLES F. M'CABE

HERE is a man who is a Sucker; but he doesn't look like it.

Charles was born in Illinois, at Arcola, right in the heart of the great broom corn belt. As soon as he knew how, he left his neighbornig Suckers and landed in Hoosierdom. Since landing here he has not been like a fish out of water. He has been right in the swim all of the time.

From his elevated position he can easily see whether the other man is working or not, and can take a sun bath at the same time.

We have never seen Mr. McCabe in the garb that the artist has given him, but we know he is not afraid of work.

As secretary and treasurer of the Hooton Lumber Company, he keeps very busy and as a consequence has a valuable knowledge of the lumber industry.

Charles left Arcola when he was twenty-one years of age and came to Terre Haute, where he took a course in a business college. His first position was with the Wabash Lumber Company, and next he became identified with the Hooton Company. The concern is one of the largest in the middle west, having a big business in Danville, Illinois, in addition to the one in Terre Haute.

Next to talking about lumber, Mr. McCabe would prefer to discuss polo or baseball. He was one of the most ardent supporters of the Hottentot polo team last season and stuck to it until the end. He is a member of the lumbermen's order, the "Hoo-Hoos," and is also a member of the local lodge of Elks, No. 86.

FRANK A. TABOR

FELLOW physicians of Dr. Frank A. Tabor will agree that we have discovered his hobby—baseball. He has the distinction of being the greatest dyed-in-the-wool baseball fan among the doctors in the city. If all of the fans rooted as hard as the doctor perhaps the Hottentots would be located in a loftier position in the percentage column. However, through good luck and bad luck, Dr. Tabor is loyal to the team. In his mind, baseball is truly the great American game, possessing great advantages over all other outdoor sports. We agree with the doctor, and so does every other sane American who knows the rules of the game, or even a few elements of it.

Terre Haute is the birthplace of Dr. Tabor and he has never seen any other city that he liked better. For a time he thought he would be a school teacher. He spent two years at the Normal and taught three years. Using the teaching profession as a stepping stone to that of medicine he entered the Missouri Medical College at St. Louis in 1892 and remained there two years. Then he became a student at the Indiana Medical College, and was graduated from that institution in 1898. Dr. Tabor began the practice of his profession in Terre Haute. He has served as physician to the county poor and the board of children's guardians. He made the race for coroner on the democratic ticket in 1902, and won out at the election by twenty-one votes over his opponent. Usually a republican coroner is elected in Vigo county by a majority of from 800 to 900 votes, so you can see that Dr. Tabor did some tall hustling. He is a member of a large number of secret and fraternal societies, among them the Knights of Pythias, the Odd Fellows, the Maccabees and the Red Men.

WILLIAM P. PEYTON

WILLIAM P. PEYTON first began the study of footwear on a farm in Parke county. As a boy he had the habit of abandoning footwear in the summer time, especially when he followed the plow through the long rows of waving corn. As he grew older it dawned upon him that it was neither fashionable nor popular to have the feet unadorned and that there might eventually be some money in the shoe business. He is glad now that he gave the subject so much thought. At twenty years of age Mr. Peyton left the waving corn and came to Terre Haute, where he took a course in one of the local business colleges. His first position was with the J. R. Duncan Company, where he was bookkeeper for a time. Next he went into the office of Haven & Geddes and was head bookkeeper there for nine years. After three years in the real estate business with the I. H. C. Rosye Company, Mr. Peyton engaged in the shoe business for himself on East Wabash avenue. This was in 1899. Mr. Peyton formed a partnership with his brother, John E. Peyton, two years later, and the firm now has the only exclusive shoe store on East Wabash avenue.

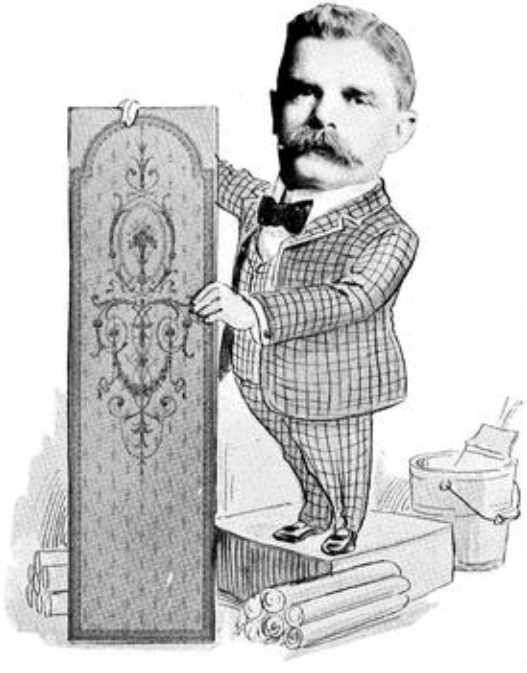
Mr. Peyton has never engaged in politics. He has the distinction of being the only republican in a big democratic family. He is a member of Amico Lodge of Odd Fellows and is also a member of Occidental Lodge of the Knights of Pythias.

ISAAC G. READING

AT first glance you might think Mr. Reading is a "big stick" constituent of President Roosevelt. In this caricature we have represented Mr. Reading as president of the Manufacturers Club and manager of the American Car and Foundry Company's plant. "Gunboats" and "Gondolas" are turned out at this big industry and Mr. Reading is the man that wields the "big stick" while seeing that the cars are made right in all respects. Where there is smoke there is always fire, and the volume of smoke from the big stack is indicative, not only of the prosperity that the car works are enjoying, but of the activity of the other Terre Haute factories as well.

Mr. Reading was a little bit too late to be considered as a Christmas present and almost too early to be counted a New Years' gift when he appeared in Ringoes, New Jersey, December 30, 1861. He was reared in this little New Jersey village and received a common school education. One of his first positions was with the Lackawana Iron and Coal Company, at Scranton. He was six years in the rolling mill business. For several years he was in charge of the inspection department of the Robert W. Hunt Company, of Chicago, giving particular study to railroad equipment. He resigned his position with the Chicago company in 1903 to come to Terre Haute as manager of the car works.

In April of this year Mr. Reading was elected president of the Manufacturers Club, which has its offices in the Arcade building. Forty of the leading industries of Terre Haute are represented in this organization.



CHARLES H. PAYNE

CHARLES H. PAYNE is a paper man, although not a newspaper man.

In social affairs there are wallflowers, but in business affairs Mr. Payne is not one of these. He believies in decorating homes. He puts flowers on the walls in endless variety. Mr. Payne very early learned the distinction between a tintype and a Rembrandt without the aid of a glass and soon drifted into the general decorating business. He has never presided at a lynching bee but can direct his men just how to hang a curtain. He can aid you in selecting beautiful designs for decorating the parlor walls. He can even help you out in the dining room. Just invite him in and see.

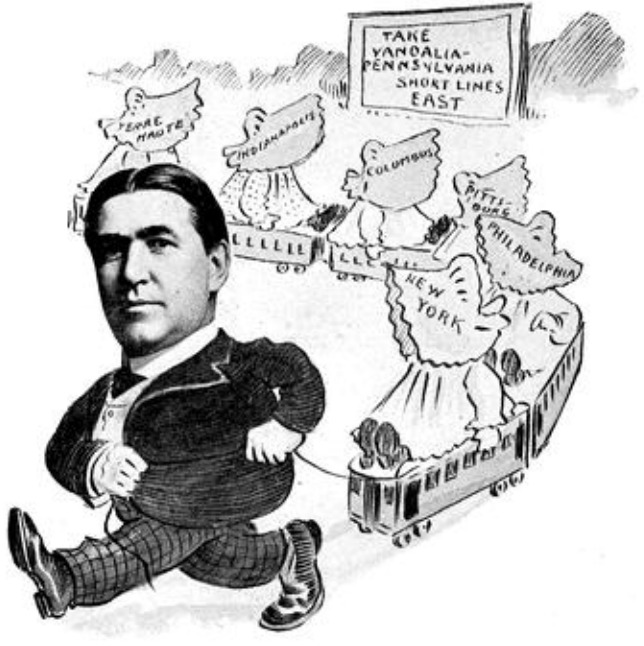
Mr. Payne was born in the beautiful little city of Woodstock, Canada, and there began his first decorating work. Later he moved to Hamilton, Canada, where he resided for several years. In 1885 he crossed the line at Detroit and was connected with Dean & Company, one of the best known firms in that city, until 1892 when he received an offer of a position in Terre Haute. Mr. Payne entered into business for himself in 1894 and since that time has decorated at least seventy-five per cent. of the finest homes in Terre Haute. Not only have his services always been in great demand in the homes of Terre Haute, but he has put the city in gala attire for numerous carnivals and fairs, being an expert in this line. Mr. Payne is an Elk, a Knight of Pythias and a member of the Commercial Club.

GABRIEL DAVIS

WHAT would Terre Haute be, musically, without the Davis family? We of course mean the family of which Gabriel Davis is a member. Of all the sweet voiced singers the Welsh people have given us the best, and "Gabe" Davis is of Welsh descent, which may account for his popularity in a vocal line. He has always been musical and to just help musical culture along Mr. Davis is engaged in the business of selling pianos, being the city salesman for the D. H. Baldwin Company.

He was born in South Terrac Bank, England, and came with his parents to this country when he was nine years of age. Youngstown, Ohio, was his first place of residence. After attending the public schools, Mr. Davis went into the iron business. It was a lucky thing for this city when Mr. and Mrs. Davis moved to Terre Haute, bringing with them their six boys, all of whom possessed good voices. The church choirs received some new material at that time and they haven't been able to do without the Davis boys since then. Gabriel Davis engaged in the iron business here first, following a trade that had been in the family for some time. Next he was with the Vandalia railroad for six years and then became connected with the Baldwin Company.

Terre Hauteans will always identify Gabe Davis with his production of "The Chimes of Normandy" which was presented in the old Naylor theatre. He has sung in nearly every choir in the city and for ten years was in the Temple Israel choir, his fine bass voice being a feature of the Jewish services. Mr. Davis is an Elk, a Mason, an Eagle, a member of Masonic lodge No. 19, and of the Ben Hurs.



WILLIAM PENN

"JAMES LACEY, a former well known employe of the Vandalia, died yesterday at his home in Echo Knob, Kentucky."

The above paragraph, or one similar to it, has appeared annually in the Terre Haute newspapers for the last fifteen years. James Lacey is a creature of the imagination, and the announcement of his death is worked off on every new reporter who comes to Terre Haute, by William Penn, the representative of the Vandalia passenger department in the downtown ticket office.

William Penn is a native of Frankfort, Kentucky, and should have the title of colonel, for all Kentuckians by right of birth generally wear such a prefix to their name. In July, 1860, William Penn saw the first glimmer of light in the beautiful blue grass region, where all horses are fast and all women beautiful. After completing his work in the public schools, young Penn was sent to Ghent College Kentucky, near Cincinnati. Here he took a literary course, remaining two years.

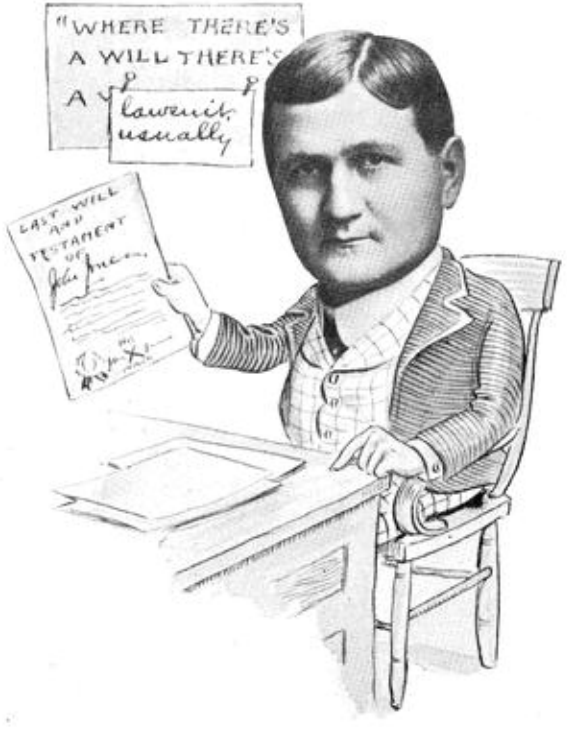
Mr. Penn never thought of becoming a railroad man. He came to Terre Haute in the fall of 1880 to break up the chills and at the same time to visit a brother. The Wabash "shakes" were so mild in comparison with the Kentucky chills, that he decided to remain here. He went to work for Mr. W. D. Tuell of the Terre Haute and Southeastern railway, as a clerk, and took a strong liking to the railroad business. He assisted in several engineering surveys and was on the trip when the South Bend line was laid out. Next he went into the freight department of the Vandalia as a clerk, served some time in the auditor's and paymaster's offices, and was later transferred to the city ticket office as assistant city ticket agent.

Mr. Penn has occupied high offices in the gift of the Masonic order and is a member of Terre Haute Lodge No. 19. He is a member of the Jackson Club and has always been a democrat in politics.

THOMAS W. MOORHEAD

AROUND the festal board, especially at a gathering of the Aesculapian Society or at the banquets of the local medical societies, Dr. Thomas W. Moorhead is always in demand as a toastmaster. Physicians as a rule are not born orators, nor as a rule, do they ever become orators. They cut and slash too much. They administer too many unpleasant doses. People submit to what they do and take what they give because they think they have to do so. Dr Moorhead, when officiating as a toastmaster, does not cut and slash too much, nor does he give nauseating doses. His bitter pills are always sugar-coated and this is why he is popular as a toastmaster. He is called by some of his associates the "Chauncey Depew" of the medical profession.

Dr. Moorhead is a native of Vigo county and received his common school education here, graduating from the high school. After finishing at the high school he attended the Philadelphia College of Pharmacy and took a course in chemistry. He next matriculated at the University of Pennsylvania in the medical department and received his medical training at this school and at the Indiana Medical College. Crawfordsville was the first place the doctor selected in which to practice his profession, but after remaining there two years he returned to his native city. He has had a successful career as a practitioner in Terre Haute and for years has been the surgeon for the Big Four Railway. In 1904 Dr. Moorhead was honored by being elected president of the Aesculapian Society, the oldest medical society west of the Alleghanies, and one that has a membership of about three hundred. The society was formed in 1846 and many noted members of the profession have belonged to it. The doctor is also a member of the local societies, the National Association of Railway Surgeons and the American Medical Association.



WILLIAM J. WHITAKER

HAVE you ever noticed that most of the lawyers were born on farms and that previous to their taking up the practice of law they taught school for several years? Probate Judge William J. Whitaker is one of the lawyers who have come from the ranks of the pedagogues. Anyone who has brandished the rod in Vigo county ought to be able to practice law in the county's capital.

Judge Whitaker's parents were farmers and besides raising crops they "raised" him. He was born in Linton township in 1865 and lived on the farm until he completed his work in the graded schools. Then Mr. Whitaker entered the Indiana State Normal School. He received a sheepskin from that institution in 1886 and began looking about for a school where he might instruct the younger generation. For three years he wielded the spelling book and boarded around and then packed his trunk and went to Ann Arbor, where he began the study of law in the University of Michigan. He applied himself so assiduously to Blackstone and the books written by Cooley that he completed two years' work in one. He returned to Terre Haute and became a partner in the practice of law with Attorney S. K. Duvall. Mr. Whitaker served as deputy prosecutor under Prosecutor Samuel Huston and received a most excellent training which has well fitted him for his profession. Judge Piety of the circuit court appointed Mr. Whitaker to the position of probate judge in 1903.

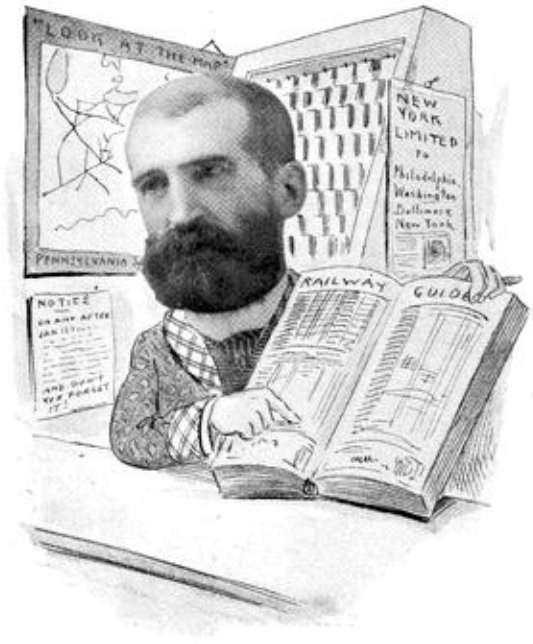
The probate judge is a republican and does not care who knows it. He enjoys hunting and fishing and there is nothing that pleases him better in the way of sports than base ball. In his boyhood days he was quite an amateur ball player and at Ann Arbor was on the 'Varsity team.

GEORGE E. FARRINGTON

UNDOUBTEDLY much of the popularity of the Vandalia Railroad in Terre Haute and elsewhere, for that matter, is due to the men in its different departments who have been long in the service and whom we could not possibly associate in any other capacity. Wouldn't the downtown office of the Vandalia look rather queer if we should not see Mr. Farrington there? He has been with the Vandalia thirty-eight years. He has seen the road develop from a single division into a large system and has sold Vandalia tickets to several generations of Terre Hauteans—and he's a young man yet.

Mr. Farrington was born in Terre Haute in 1840. As a boy he attended the private school of Rev. Welton M Modesitt, and was a pupil in the old Seminary. He graduated from Kenyon college, Gambier, Ohio, in 1862, and had no sooner returned to Terre Haute than he enlisted in the Eighty-Fifth Indiana Regiment, to go to the front. He was mustered out of the army in June, 1865. Then began his railroad career. He first went into the office of President Peck of the Terre Haute & Richmond road, and was there but a short time until he resigned to accept a position in the wholesale grocery house of Strong & Company. However, he had caught the railroad fever and next accepted a position with the Terre Haute & Indianapolis Railroad. He was a valuable man in the office of the president and treasurer and in those early days had to be very versatile. Often he was called upon to bill freight, run extra trains, sell tickets or occasionally do a little loading. He became secretary of the Terre Haute and Indianapolis railroad company and held that office until the Vandalia lines were merged with the Pennsy system in 1905. From his first days with the Vandalia, Mr. Farrington has acted as general agent in Terre Haute, and he has seen the road develop into one of the best in the country.

Just once Mr. Farrington was in politics. He was republican councilman from the Second ward from 1880 until 1882. He is a member of all of the Masonic bodies, the Grand Army of the Republic, and the Loyal Legion



FRED B. JONES

WHEN Company No. 83, Uniform Rank, Knights of Pythias, needs some one to hustle around and arrange a little social function, there is always one, who, in the common vernacular, is "Johnny on the spot." That personage is Fred B. Jones, who would go without his meals to contribute to the success of anything in the social line gotten up by Company No. 83. Even his best friends admit that he enjoys dancing; in fact, it is said he "could just die waltzing." But then, all work and no play makes Jack a dull boy, and a few organizations need just such a hustler.

To look at him, you would not suppose that Mr. Jones was a fire eating Kentuckian. On the other hand he is a very mild sort, who has friends by the hundreds and finds time to be sociable with all of them. In Meade county, at Big Spring, on the twenty-seventh day of April, 1871, Fred Jones was born. He lived at Big Spring just two years and his desire to see the world even at that tender age was gratified, for his parents removed to Louisville where he received his first instruction in the graded schools. Mr. Jones left the parental roof very early and has seen about everything worth seeing in the United States.

He finally struck Terre Haute in the course of his travels and concluded to remain here. As manager of the bottling department of the Terre Haute Brewing Company he occupies a very responsible place and superintends a large force of men who are kept busy corking up the beverage that is making Terre Haute famous. Mr. Jones is a member of Social Lodge Free and Accepted Masons, and of Paul Revere Lodge of the Knights of Pythias. For six years he was the recorder of Company No. 83, Uniform Rank, Knights of Pythias, and has always taken a great interest in the welfare of the uniform rank, especially of No. 83.

BEN A. GOLDMAN

IN this picture we have Mr. Goldman showing a customer a chair. He does not want to have a customer's way in his store rocky, so he does not hesitate to show easy chairs. He has high chairs for short people and low chairs for high people. Incidentally, he has numerous other useful articles that add comfort, elegance and even luxury to a home.

Perhaps you have noticed the new red front between Fourth and Fifth streets on the north side of Wabash avenue. You have certainly heard it, even if you have not seen it. Ben Goldman is a believer in printers' ink and red paint as well. He sent to New York to get a brand of paint that would shine brighter and wear longer than the paint on any other store front on Wabash avenue.

Baltimore, Maryland, is the native city of Mr. Goldman. After graduating from the high school and later taking a course in a commercial college he went straight into the furniture and carpet business, where he has remained ever since.. He is one of the most valued men conected with the Reliable Furniture and Carpet Company, which operates stores in a number of cities.

The local store was opened by Mr. Goldman in 1901 and has been successful in every sense of the word. Mr. Goldman is manager and treasurer of the company here and only recently opened another store of a similar kind at Memphis, Tennessee.

Mr. Goldman is a member of the Elks lodge No. 7, of the city of Baltimore, and is a frequent visitor at the rooms of the local lodge. He finds his greatest pleasure in fishing, and on his visits home never fails to enjoy an outing on Chesapeake Bay, if the season for such sport is on.

ALVIN W. DUDLEY

LIFE is a series of charges and the soldier is not alone in the charging. Repeated charges and onslaughts are made daily on the baker, the butcher, the grocer and the laundryman and even the hardware men and the tinner are compelled to charge once in a while. Here we have Captain Dudley of Company B, I. N. G., who is about to charge, but not on the field of battle.

Captain Dudley is a Terre Hautean from start to finish. He began very early in life to make his own way. For a time he thought he would be a lawyer, and while working in a law office studied Blackstone, and at night attended business college. However, his health was such that he was obliged to have outdoor employment, so he learned the tinners' trade. He went into business for himself on East Wabash avenue in 1898, and in addition to doing a large tinners' business, he had a well stocked store of hardware, stoves and furnaces. Mr. Dudley was honored by the republican party by being elected a member of the sixty-second general assembly. He was the author of the prison matron bill and introduced the bill providing pay for members of the Indiana guard when at target practice drills, etc., giving it regulations similar to the United States army. For a short time he was deputy oil inspector being appointed by Governor Durbin, but resigned after six months to attend to his private business. He enlisted as a private in the state guard in 1890 and has filled every company position, non-commissioned and commissioned. He received his captaincy in 1903. He was in Camp Alger and Camp Meade during the Spanish-American war and has a great love for military duty. He is a member of Fort Harrison lodge of Odd Fellows and of Occidental lodge, Knights of Pythias.

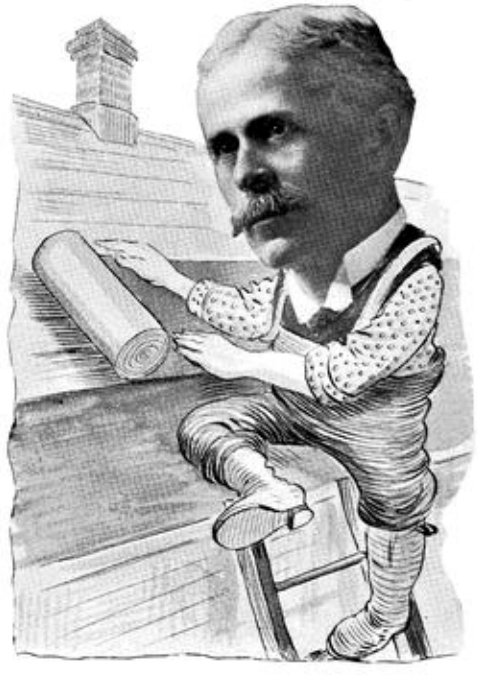
HENRY E. VANNIER

VERSATILITY is a characteristic of the American. Henry E. Vannier, whom we see here in the act of placing a roll of roofing on the building, early in life intended to be a maker of fine gloves. However, fickle fortune changed his plans.

Mr. Vannier was born in Dover, New Jersey, the state that furnishes the jokesmith a great many opportunities for the exercise of his wit. While yet a small boy Mr. Vannier's parents moved to Brooklyn where his father became an importer of fine gloves, laces, etc. At eleven years of age the Vannier children were sent to Europe to be educated. Mr. Vannier studied in the Alschuler at Darmstadt, Hessen, Germany, for three years, and from there went to Geneva where he entered the Moravian Institute. He was in France nearly a year and then accepted a position in one of the famous glove manufactories of Chaumont. He was given an excellent opportunity to learn the business, but the death of his father caused his return home.

From 1882 until 1887 Mr. Vannier managed a ranch in North Dakota, later he was interested in the timber business and traveled for several years in the south. His experience in the roofing and supply business dates from the time he began as a salesman for roofing supplies, representing the Keystone Roofing Sand Supply Company, of Dubuque. He was instrumental in establishing an agency here, and bought out the company's interest in Terre Haute in 1904.

Mr. Vannier enjoys hunting and fishing and never overlooks an opportunity to indulge in these sports. He is an active member of the Commercial Club and the Young Business Men's Club. For several years he has also been a member of the National Association of Master Composition Roofers.



WILSON NAYLOR COX

No wonder that Terre Haute is not engaged in more strife and turmoil than it is. In this city of sixty thousand people we have, according to the most recent directory, in the neighborhood of one dundred lawyers, learned followers of Blackstone. Of course, it is the chief effort of these men to preach continuously the doctrine of brotherly love, wherein we should all dwell together without getting huffy at every little thing that happens. Occasionally, our natural meanness breaks out, and then the ever faithful expounder of the law rushes in to fix up the breach. But he always does his best to avoid this latter calamity by the application of preventive remedies. Mr. Cox is one of our peace commissioners.

He is a native Terre Hautean and a graduate of the high school. In pursuing his education farther he spent two years at Exeter College in New Hampshire and then entered Columbia University in 1897, graduating in 1900 with the degree of L. L. B. Mr. Cox opened an office for himself in the Naylor-Cox building and gives much of his time and attention to the affairs of the Cox estate.

Nearly every man has a fad and Mr. Cox has one in which he indulges frequently. He is a great lover of hunting and nearly every season spends some time in Louisiana shooting deer. To get careless of gain and breathe brand new air, or to appease an irritated liver and straighten out a torpid lung there is nothing like a trip to the woods of the north or the south. To hunt is to change the whole program of life for a short time and hence Mr. Cox is a great devotee of the sport. He enjoys golf and plays frequently on the links of the Country Club. He is a member of the local lodge of Elks and is also a member of the Young Business Men's Club.

WILLIAM B. HICE

HERE we find Mr. Hice making a speech. He has the law on the subject and is getting to the point. It ought to be perfectly clear, in view of the facts presented, that Mr. Hice is right. The picture would indicate that he is certain the jury thinks his way. However, no lawyer ever felt certain about a jury, especially the lawyers of Terre Haute, for some of the Vigo county juries have been responsible for some very funny things. Any newspaper man can tell you that.

Terre Haute's deputy city attorney is a product of Harrison county. At three years of age he induced his parents to move to New Albany where educational advantages were of the superior kind. He did not care to serve an apprenticeship husking corn, pulling mustard out of flax and driving the hogs to market. He had his eyes set on the law and trained in that direction. Graduating from the New Albany high school, Mr. Hice attended the private school of Professor Chenault, in Louisville, for one year. Then he set out for the University of Michigan, where he listened to lectures by Jerry Knowlton and other Ann Arbor celebrities for three years. He was graduated from the law department in 1898. Returning to New Albany he entered the office of Judge Utz, then prosecutor of Harrison county.

In the spring of 1899 Mr. Hice located in Terre Haute and began the practice of law. He is an active republican and was appointed deputy city attorney by Mayor Bidaman in 1904. As a member of the Thompson Club he has been quite active. When the Young Business Men's Club was organized Mr. Hice was one of the first members. He is Junior Warden of Masonic Lodge No. 19, and is also a Maccabee and a member of the Blinn Camp, Sons of Veterans.

ALBERT L. PFAU

ALBERT L. PFAU arrived in Cincinnati without a stitch to his back about the time of the assassination of Abraham Lincoln. His mother was a great admirer of the martyred president, hence the "L" which stands for Lincoln. He had a narrow escape from being called Abraham Lincoln Pfau, but a compromise was effected. Mr. Pfau was graduated from the Woodward high school in the Queen City.

At eighteen years of age he entered into the glue and sandpaper business and as a consequence was badly stuck. He decided to get into something more breakable and chose the glass business. When he was twenty-one he organized the North Baltimore Glass Company, associating himself with Col. Isaiah W. Richardson, of Covington, Kentucky. The factory was built at North Baltimore, Ohio, at the time oil and gas were discovered in that locality. When the supply of natural fuel diminished, the factory was removed to Albany, Indiana. On account of the superior advantages of Terre Haute the North Baltimore Glass Company was established here in 1900. This was one of the first substantial industries moving to Terre Haute from the Indiana gas belt. Beer and soda bottles are manufactured and the firm has tripled its capacity since coming to Terre Haute. Mr. Pfau is president and treasurer, Mr. I. W. Richardson, Jr., secretary, and D. C. Richardson, manager of the local plant.

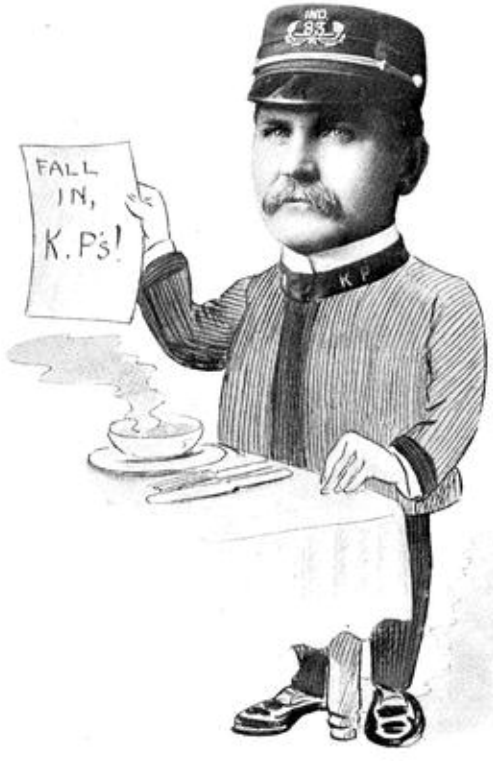
Mr. Pfau is a great lover of horseback riding, and in good weather enjoys nothing better than taking this kind of exercise. He acquired the art of riding while a student at Woodward high school and has never been without a good mount since that time. The Pfau home in Collett Park place is one of the most beautiful in the city.

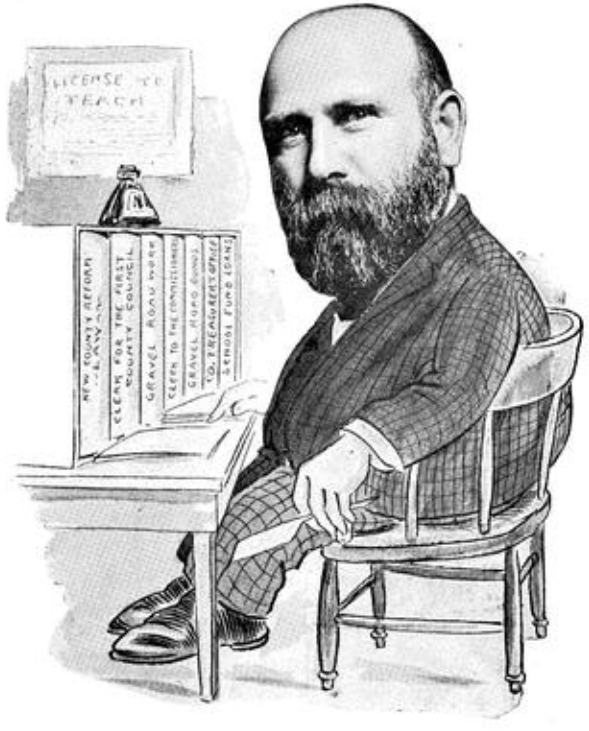
WILLIAM L. M'PEAK

BILL NYE in one of his short stories tells of a conversation he had with a restaurant man who conducted an eating place at a small junction town in Indiana. Nye had smoked a very bad cigar which he had purchased of the restaurant man and asked him if he ran the lunch counter in as reckless a manner as he did the cigar counter. The man had been perfectly frank about the cigars and admitted they were bad.

"I do just the same about my lunch counter," said the proprietor. "If a man steps up and wants a fresh sandwich I give it to him if I've got it, and if I haven't I tell him so. If you turn my sandwiches over, you will find the date of its publication on every one. It's just the same with boiled eggs. I have a rubber dating stamp and as soon as the eggs are turned over to me by the hen for inspection, I date them. Then they are boiled and another date in red is stamped on them. If one of my clerks should date an egg ahead I would fire him too quick. Of course a new cook will sometimes smuggle a late date onto a mediæval egg and sell it, but he has to change his name and flee. I try to treat the public right because the majority of people who eat are the kind I may meet in a future state."

With due regard for the people whom William McPeak feeds each day and the possibility of meeting them again in another world, he has always treated them right. The McPeak restaurant is a fixed institution and Terre Hauteans have the habit of going there when they want something good and fresh to eat. Mr. McPeak is a native of Nashville, Tennessee, and came to Terre Haute in 1892. He has been in the restaurant business ever since. As a caterer he has served a number of the most enjoyable banquets in the town, and is shown here in the uniform of Company No. 83 at one of the popular functions given by the company. In addition to being a member of the Knights of Pythias, Mr. McPeak is an Elk.





CHARLES EMORY DAVIS

IF there is a more familiar face, or a more genial one, about the court house than that which belongs to Charles Emory Davis, we would like to know who owns it. It is the biggest wonder in the world that Mr. Davis is not one of the most adroit politicians in the state, but he believes in the office seeking the man.

Linton township is the birthplace of Mr. Davis. Strange to say he is a republican. Nearly every other man in Linton township is a democrat. The democracy in Linton township is as firm as the eternal hills and Mr. Davis found this to be a fact when he was nominated for trustee in 1894 and made the race for the republicans. He was beaten by fourteen votes. The usual majority turned up by the democrats, however, is about one hundred, so that at least a few of the followers of the "great unwashed" voted for Mr. Davis. because they couldn't help it.

Born in July, 1855, Mr. Davis worked on a farm and went to school until he had learned all that there was to learn in that particular locality. Then he began teaching others and "kept school" for twenty-two years in the same township. The Oregon school was his first and last one, although he wielded the birch at several places in the township during the time he was in the teaching harness. In 1895 Mr. Davis became deputy auditor under Auditor James Soules, and was in that office until Mr. Soule's term expired. Then, in 1903, he went into the treasurer's office under William Clark as deputy. He has filled the position with credit to himself and the county. When the new county reform law went into effect in 1899 Mr. Davis discharged his new duties in excellent manner thoroughly familiarizing himself with the different duties which devolved upon him.

Mr. Davis belongs to lodge No. 51 of the Odd Fellows, lodge No. 81 Knights of Pythias, Vigo Encampment No. 17, and is a member of the Junior Order United American Mechanics.

CHARLES FOX

HOW much for it? Lovely seven room cottage for sale on easy monthly payments. Doesn't need any fixing up. Beautifully located, with trolley passing the property. Only one hour's ride from city hall. Greater Terre Haute will double in value within next two years. Finest schools and all the social advantages of the bigger city.

If the prediction comes true that the population of Terre Haute will be 100,000 by 1910, then Mr. Fox's "ad" will not be a bit out of place.

Were it not for the hustling real estate men, Terre Haute might still be in its infancy. Mr. Fox, as secretary of the Phœnix Building and Loan Association is in a position to help you build a home if you are tired of paying rent. He will sell you a good lot if you haven't got one, and after your house is built he will sell you the fire insurance policy to protect it.

Charles Fox is a native of the city and has been sticking close to the old burg ever since 1868. He received his education at the public and parochial schools and first went into the railroad business, being in the freight office of the Evansville & Terre Haute Railroad three years. After holding several responsible positions he engaged in the real estate and fire insurance business with John Gerdink in 1898. In 1904 Mr. Fox engaged in business for himself. He is secretary of the Phœnix Building and Loan Association and transacts a general real estate and fire insurance business.

As a lover of the great national game he is a director of the Terre Haute Baseball Association and also a member of the Terre Haute Trotting Association. At present he is treasurer of the Knights of Columbus Council, a member of the Young Men's Institute and of Paul Revere Lodge Knighst of Pythias. As a believer in the future of the city, he is active in both the Commercial Club and the Young Business Men's Club.

ISAIAH W. RICHARDSON, JR.

ISAIAH W. RICHARDSON, JR., the secretary of the North Baltimore Glass Comyany, was born to the business, for his father before him was one of the best known bottle manufacturers in the country. There is a peculiar fascination about the making of glass and the man who engages in it rarely ever leaves it.

Mr. Richardson began at the bottom of the ladder and is a practical glass manufacturer in every sense of the word. He has "carried in" bottles from the moulds to the tempering lehrs as a boy, and knows each department thoroughly.

Mr. Richardson was born in Covington, Kentucky, sometimes called the "Spotless Town" principally because it was the hot bed of some very wary and unscrupulous politicians for a number of years. Graduating from the Covington high school, Mr. Richardson made his first business venture. He was a vinegar dealer for a time and then took a position in the claim department of the Queen & Crescent Railway offices in Cincinnati. He resigned his position with the Queen & Crescent in 1887, to go with the North Baltimore Glass Company which had established a factory at North Baltimore, Ohio. From the latter place the factory was moved to Albany, Indiana. For three years he had the practical management of the Albany factory and gained a thorough knowledge of the business. While a citizen of Albany, Mr. Richardson served very acceptably as a member of the school board.

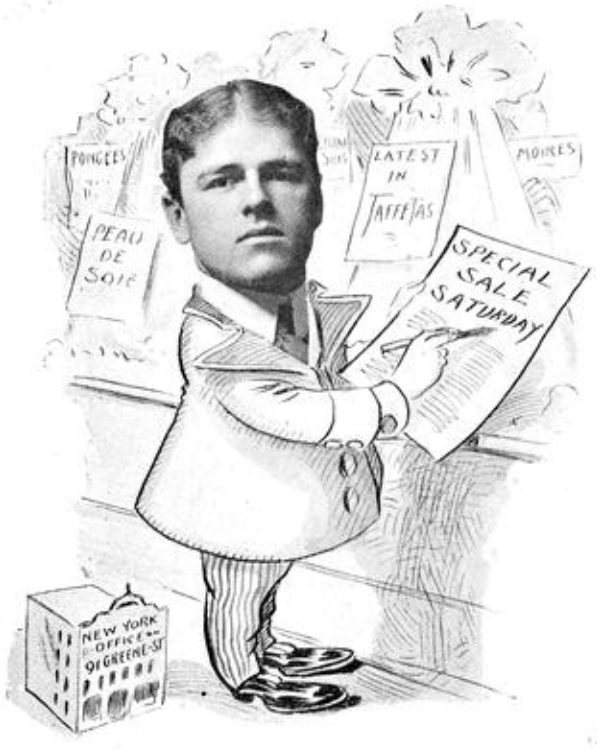
In 1900 he accompanied his father and Mr. Albert Pfau to Terre Haute and upon the death of Mr. Richardson, Sr., became secretary of the local company.

He is an active member of the Young Business Men's Club, a member of the local lodge of Elks, No. 86, and is a Mason. He was one of the youngest masters in the Masonic order in Ohio.

HARRY H. ROSEMAN

ONCE Mr. Roseman was guilty of turning his back on the railroad business to become a rancher in the far west. On a bucking broncho, his belt full of pistols and a lariat on his saddle, Mr. Roseman roamed the prairies in search of health and cattle. He became familiar with the plains of Mexico, Arizona and California, and herded sheep in the northwest. The raising of sheep is a hobby with Mr. Roseman and next to talking over freight rates he would prefer to discuss that subject. However, after answering the call of the wild, he returned to civilization and went back to his first love.

Mr. Roseman is a native of Vincennes and lived there until 1886. He attended Vincennes University and received a most excellent training. He was compelled to hustle very early in life and his first position was as a messenger in the master mechanic's office of the old O. & M. railway. After a year at Vincennes he went to Evansville and took employment with the Evansville & Terre Haute, in the freight office. He was promoted every few months until he became traveling freight agent. Then he went west for a time, returning to his old position. In 1894 Mr. Roseman went into the receiver's office of the Evansville & Richmond road and in 1895 was made general freight and passenger agent. In 1897 the road was purchased by Mr. John Walsh and Mr. Roseman was continued in that position after the organization of the Southern Indiana Railroad. Mr. Roseman but recently resigned to accept the position of manager of the freight department of the Cairo division of the Big Four. In the future he will have his headquarters at Danville, Illinois. Mr. Roseman made a host of friends in Terre Haute who regret his departure.



WILLIAM H. ALBRECHT, JR.

"To be or not to be"—in business—
Resolves itself thuswise:
A simple question of whether
You will or won't advertise.

MR. ALBRECHT, JR., has studied the question of advertising in a very thorough manner. We see him looking over a stock of silks preparatory to springing a surprise on the shoppers tomorrow. He no doubt has in mind a number of bargains, and if he has a weakness for having the Albrecht store excel in any one thing, it is in good silks.

As general manager of the Albrecht store, Mr. Albrecht gives considerable attention to the advertising end of the business and prepares the "copy" for the daily papers. This in itself requires experience and a special fitness.

Mr. Albrecht was born in Terre Haute in 1882. He received his education in the public schools, at Culver Military Academy and Columbian University, Washington, D. C. He took special work in chemistry, physics and mathematics at Columbia University and has a well developed love for the sciences, especially electricity. Following his college work he took an extensive trip through the southwestern states and Mexico, and then went into the dry goods business with his father, W. H. Albrecht, Sr.

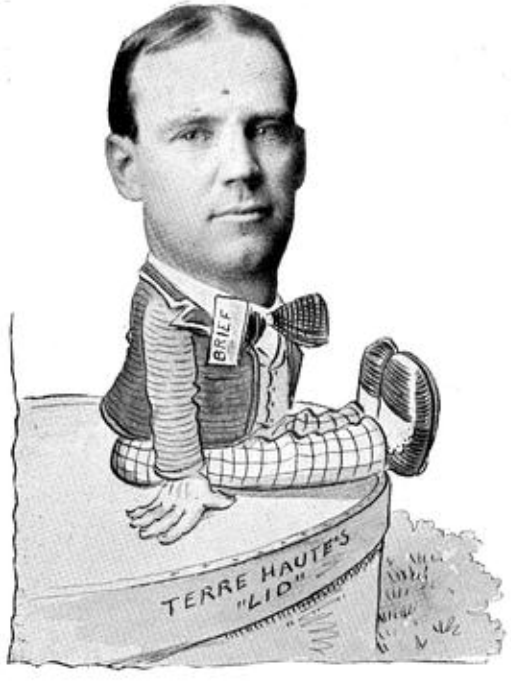
Mr. Albrecht has taken up the study of silks, making this department a feature, and is interested in the manufacture of silks, having a branch office at 91 Greene street, New York City. He has utilized his knowledeg of electricity to good advantage and only recently organized the Prismatic Electric Company, which does a large local business. He is an active member of the Young Business Men's Club and is one of its directors. He is also a member of the local lodge of Elks and is a member of the New York Athletic Club.

NED S. KIDDER

IF the man pictured here were monarch of all he surveyed he would be much more important than the Sultan of Sulu or the King of Siam. As it is, Ned S. Kidder can give everybody in Terre Haute a straight tip. He was never burned at the stake, but he swears by the stake. He has lines in all parts of the city, but does not drive a horse. To be frank with you, he rides a wheel. Mr. Kidder is needed in so many parts of the city in a single day that he has found the bicycle almost indispensable.

Mr. Kidder is a Michigander by birth, his native town being Quincy. He followed his parents to Terre Haute when a very small boy and has been here ever since. He graduated from the high school in 1892. This was the first midwinter graduating class that ever left the high school. To round out his education and prepare himself for the city engineer's office, Mr. Kidder attended the Normal school one year and then entered the Polytechnic graduating in 1898. Before becoming city engineer in 1904 he was associated with his brother, A. D. Kidder, in making government surveys in the northwest. Since he entered the city engineer's office Mr. Kidder has been kept pretty busy preparing plans for various improvements and inspecting the work already done.

The numbers on the card that Mr. Kidder is holding to view probably refer to yards, feet and inches. As he is a great lover of wheeling, Mr. Kidder indulges this hobby very profitably in his business. Any manly, vigorous sport is enjoyed by the city engineer.



NORMAN BINDLEY

THOSE who have chafed at the restraint put upon them by the board of safety here, can see one of the members of the board sitting on the "lid" of the town. Even some of the older inhabitants have difficulty in remembering when the "lid" was on any tighter than it is at present. Mr. Bindley is the democratic member of the board that gives instructions to policemen and listens to the voice of the people. After all, as Mr. Bindley will tell you, the people have a great deal to do with the regulation of the "lid."

Sitting on the "lid" is not Mr. Bindley's hobby. He is the one member of the board who is especially interested in the city of Terre Haute having a creditable fire department, one that will lower the insurance rates and be as efficient as any in the country. As a small boy, Mr. Bindley enjoyed seeing the department make a run, though he never pulled a fire box just for the fun of the thing. When he was appointed a member of the board by Mayor Bidaman in 1904 he gave his first attention to the fire department, and as a consequence its efficiency has been greatly increased and the discipline the best in recent years. Throughout, he has had the hearty co-operation of Chief Leonard.

Mr. Bindley was born in Terre Haute in 1871. After leaving the public schools he went into the wholesale drug house of the E. H. Bindley Company. To better prepare himself for the business he spent two years at the Illinois School of Pharmacy. He was sixteen years of age when he finished his course and too young to graduate. He was in the drug business nine years, most of that time doing laboratory work. He decided on a change of occupation after being in the drug business for several years and attended Kent College of Law in Chicago, graduating in 1897. He is a great lover of baseball.

CHARLES G. PUGH

BICYCLE—A form of velocipede or lightly-built wheeled vehicle, propelled by the person who occupies it. The bicycle, as its name (*bis*, twice, and Gleek *kylos*, wheel) imports, has but two wheels, and as these are placed in line, one behind the other, the machine acquires and maintains its stability in the erect position only in motion. The front wheel of a bicycle used to be about seven times as large as the one behind. We have reproduced one of the old type to give the rising generation some idea of the kind of wheels upon which their fathers used to risk their lives. Mr. Pugh rode one of the first English made bicycles, and looked just about as you see him in the picture. There was nothing so much dreaded in the early days by the high wheel riders as rocks.

Mr. Pugh was born on a farm in Harrison township, April 30, 1865. He was seventeen years of age when he came to Terre Haute and learned the printer's trade in the office of the old Banner. He formed a partnership in 1887 with William Rottman in the printing business and it was but a short time afterward until the firm began selling the old-fashioned high wheels as a side-line. The wheel trade was so flourishing that Messrs. Rottman and Pugh sold out their printing establishment and engaged in the sale of wheels alone. It was in 1899 that they sold their first safety of the modern type. In 1903 Mr. Pugh bought out Mr. Rottman and has been engaged in the bicycle and repair business alone since that time.

"The Wabash" is built especially for Mr. Pugh. The D. and J. hanger and the Thor hub are used in its construction and the wheel has met with great favor. Other well known wheels, such as the Cleveland, Pierce and Imperial are handled.

Mr. Pugh belongs to No. 3, Uniform Rank of the Knights of Pythias, and is a member of several other organizations. He would rather take his minnow bucket and go fishing than to indulge any other kind of sport.

JOHN H. CHEEK

ONE strange thing about a dentist is that he's happiest when he's looking down in the mouth. It's because he earns his living that way.

Dr. Cheek is a painless dentist; it doesn't hurt him a bit to put a fine edge on your incisors, to fix your canines so they won't wabble, fill a few cavities in your bicuspids or place a shining crown on your molars. This faculty of resisting discomfort has come through years of practice. After all, the man who sits down in a dentist's chair feeling that it's all over now and wondering if it would not have been better to have dictated his will before taking this important—perhaps final—step, has already passed through nine-tenths of the trouble that really comes to him.

Dr. Cheek was born near Seelyville, in October, 1876. We will give the doctor credit for having hustled pretty hard ever since he was a youngster. He had no more than received the elements of a common school education until he was off to Indianapolis, where he attended the Indianapolis Business University. He next took a course of one year in the Indiana Post-Graduate School of Prosthetic Dentistry, graduating in 1897. He immediately entered the dental department of Indianapolis University and secured his sheepskin from that school in 1899. He practiced his profession one year in the Capitol City before coming to Terre Haute. His place of business is in the Irwin block, where he has a completely equipped suite for the practice of his profession.

GEORGE W. J. HOFFMAN

WE can rightly refer to George W. J. Hoffman as the Izaak Walton of the druggists. He would rather fish than fill prescriptions, but realizes that there is less in the fishing industry than the drug business. However, he indulges his hobby sufficiently to lay in a good stock of fish stories every season. He finds splendid bass fishing each year at Lake Maxinkuckee, and goes oftener to Greenfield Bayou.

Just before the close of the civil war Mr. Hoffman was born in Terre Haute. As a boy he attended the public schools, attended commercial college and then entered the Philadelphia College of Pharmacy. In March, 1886, he received his diploma and returned to Terre Haute to take up the business for which he had been especially trained. He first accepted a clerkship in the store of Gulick & Berry and after a few years became a member of the firm of Gulick & Company. He succeeded Mr. Gulick as owner of the drug store which is now the Hoffman drug store at Fourth street and Wabash avenue.

Mr. Hoffman established the Central Pharmacy at Sixth street and Wabash avenue in October, 1900.

Aside from giving people bitter doses to swallow, Mr Hoffman has a smile and a handshake for them which has had something to ho with his popularity and success in business.

Mr. Hoffman is a member of the Vigo County Retail Druggists' Association, the Commercial Club and the Young Business Men's Club.

GEORGE J. RIEHM

WHENEVER Mr. Riehm suits a man he gets a fit. That is to say his customer gets a fit.

At any rate we know that Mr. Riehm is practical from the start in the tailoring business and holds to the opinion that good dressing pays. Good clothes, according to Mr. Riehm, cost less in the long run as a mere matter of outlay than the other kind, and the advantages they bring are not to be counted. Ask yourself whether you would prefer to do business with a man who is neatly dressed or with a man garbed with utter disregard of taste and neatness. Getting your clothes made by a good tailor is a species of extravagance that pays the wearer. We believe it was Will Shakespeare who said something about clothes not making the man, but that man looked much better when he was well dressed. If it wasn't Shakespeare it was some one else just as wise.

Mr. Riehm is a native of Jennings county, Indiana, and was born there in 1871, in the town of North Vernon. He moved, when he was quite young, to Seymour, where he learned the tailoring business. For some time he conducted a tailoring establishment in Seymour, and located in Terre Haute in 1902 in the Swope block. He is a maker of clothing for particular people and the work turned out is high class in every respect. Skillful tailors are employed and the best of domestic and imported cloths are purchased.

Since coming to Terre Haute Mr. Riehm has made a large number of friends and has built up a splendid business. He is a member of the Knights of Columbus, the Elks lodge No. 541 at Seymour and is also a member of the Wabash Cycling Club.

ROBERT H. CATLIN

WE will agree with the orator that the flag which floats over the surging mass of humanity seen in the picture is the most beautiful banner that was ever carried into the Philippines, or anywhere else for that matter. Under its starry folds the Filipino or any other "pino" can be assured of protection and all of the benefits of civilization just as long as he respects it. If Mr. Catlin is anything, he is patriotic. In the two thousand or more speeches that he has made on various occasions he has kept the flag and what it represents well in view.

Mr. Catlin is a real Hoosier. He was born on a farm in Parke county, in 1856. He attended Bloomingdale Academy and Asbury University, now DePauw, and was teaching school when he was eighteen years of age. He handled the birch in Sullivan and Putnam counties. He studied law in the office of Judge White at Rockville and began the practice of his profession there. It was in 1880 that Mr. Catlin came to Terre Haute and opened his office in the rooms which were once occupied by Daniel Voorhees, Judge Crane and other well-known member of the legal profession.

As a republican, Mr. Catlin is one of the staunchest. He has been in great demand during the big campaigns and in 1900 did much to save Nebraska for the republicans. While busy making speeches out in Mr. Bryan's state, he was wired to come and help save Indiana. Mr. Catlin arrived in time to do the work. Mr. Catlin has never held a public office. His greatest hobby is his home. He is a member of the Beta Theta Pi college fraternity, the Masons and the Modern Woodmen.

JAMES E. MILKS

ANY man is a great benefactor of the human family who does something to alleviate its many ills. For years and years James E. Milks believed that if crude petroleum could be made into a palatable form it would be inestimable in value to those suffering from asthma, consumption, catarrh and stomach trouble. He had observed that years ago the Seneca Indians of Pennsylvania and New York State had used the crude petroleum for these ills and that fine results followed. For years he experimented with oils and has at last produced a remedy that will positively cure all the diseases mentioned. The great White Plague—consumption—is curable through the use of Milks' Emulsion, and this has been demonstrated by Mr. Milks, who has cured thirty consumptives in Terre Haute within the past year. However, the directions given by Mr. Milks were carried out by the sick people to the letter, and they are living testimonials to the wonderful curative powers of the emulsion.

Mr. Milks is a native of Erie county, Pennsylvania. He lived on a farm until he was twenty-one years of age. He was graduated from the Albion high school and the Pennsylvania State Normal School at Edinboro. At seventeen he was teaching school. After quitting the teaching profession he was a traveling salesman, held responsible positions with the Nickle Plate and Erie railroads and went into the oil refining business in Cleveland, Ohio. Later he moved to Indianapolis where he represented one of the biggest independent oil refining firms in the country. When this firm was absorbed by the Standard, Mr. Milks came to Terre Haute and organized the Tiona Oil Company. He formed the Milks Emulsion Company in 1903, local people owning the stock. A great volume of business has been done by the company and its prospects are unusually bright. The emulsion placed on the market practically sells itself, which is its best testimonial.

JOHN E. COX

"AWKWARD squad, attention! Shoulder arms! Right by fours, forward march!" But the squad does not move. Discipline is bad in the "awkward squad" as "Captain" John E. Cox will testify. He has had more military honors conferred upon him by the members of Company 3, Uniform Rank, Knights of Pythias, than most men get in a lifetime, but he has borne this glory without any swelling of the head.

"Captain" Cox was five years of age when he left the farm on which he was born in Nevins township, and came to Terre Haute. He attended school regularly, did not play "hookey" and was eventually graduated from the high school in the class of 1886. He was instrumental in organizing the High School Alumni Association and was its first president. He was graduated from the law department of DePauw University in 1889 and started into the practice of law here in the office of I. N. Pierce. Two years later he bought the office of H. D. Roquet and in 1893 formed a partnership with Attorney Ora D. Davis. Mr. Cox has given considerable attention to the laws relating to building and loan business and estates, confining himself almost entirely to commercial law. He is a democrat and was of the seven men who organized the Jackson club. He was a candidate for superior court judge in 1902 and was defeated by only 84 votes, which was very much to his credit. But this defeat did not sour the captain of the awkward squad, and he is just the same genial attorney as of old. Perhaps the greatest distinction that he has is gained from his military record which is fully known to every Pythian in the town.

As a democrat, his loyalty has never been questioned, and he did effective work for his party as county chairman in 1902.

JOHN A. DAILEY

MR. DAILEY is another example of the country boy who has migrated to the city and made a success of himself. If there is anyone in Terre Haute who appreciates the country more than Mr. Dailey we do not know who he is. As a training place for the boy Mr. Dailey is of the opinion that the country is ideal. Here muscle gets free and active play and character building can proceed without the baneful influences of city life. Until twenty-four years of age the subject of this sketch was engaged in tilling the soil. Then he began the manufacture of drain tile and has been one of the pioneers in the development of the clay industry in Vigo county.

Parke county is Mr. Dailey's birthplace. He resided there until he was twelve years of age, his parents then moving to a farm six miles east of this city. His first business venture was in the manufacture of tile, first running a plant with the aid of a good strong horse in the vicinity of his home. Next he established a tile mill at Riley which he operated until it was destroyed by fire in 1892. Following this piece of bad luck Mr. Dailey came to Terre Haute and went into the office of D. E. Power, who at that time was secretary of the Terre Haute Home and Savings Association. Upon the death of Mr. Power in 1894, Mr. Dailey became secretary of the Association. He has continued in the real estate, fire insurance and building and loan business ever since.

Four years ago Mr. Dailey organized the Vigo Clay Company, which manufactures hollow building blocks, fire proofing and tile of various kinds. The plant is one of the most modern in the country and its products are shipped to all parts of the United States. Mr. Dailey is secretary and treasurer of the company.

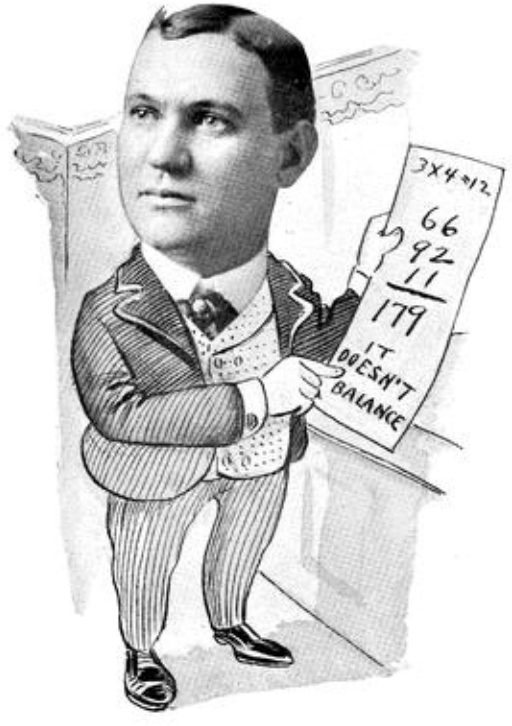
Mr. Dailey is a member of the Uniform Rank, Knights of Pythias, Company No. 3. He is a great lover of home and that is his greatest hobby.

RUTHERFORD N. FILBECK

IT pays to be good. When Rutherford N. Filbeck was a young lad he somehow got a notion in his head that it wasn't a good thing to tell whoppers and steal. While other boys ran away to go fishing or swimming in the Wabash, he took home his reward of merit card. When the other boys climbed fences into orchards to pick up worm-stung and windfall fruit young "Nick" remained in the highway and looked wistful. When his folks had company in the parlor he would never creep into the pantry to try the steaming hot friedcakes that had been placed there to cool, although he would rivet a longing look upon them. And what has been the result?

Here we present a very good picture of Mr. Filbeck scanning a balance at the close of business in the Terre Haute Savings Bank. There is a slight discrepancy in the figures but this will be discovered before the bank teller studies any great length of time. Mr. Filbeck has been in the savings bank ever since he left the high school, starting in as assistant bookkeeper. He attended to business pretty well and was promoted to his present responsible position. He doesn't bother so much with the figures now but spends more time learning the thousand and one signatures of people who do business with the banks. Signatures and names become even more familiar to the bank teller than faces do. The Terre Haute Savings Bank is all that its name implies and is one of the best known financial institutions in the city. It is conducted for the benefit of its depositors, and its board of trustees are among the best known men of Terre Haute.

Mr. Filbeck is purely a Terre Haute product, having been born here in 1877. He is a member of the Elks, Paul Revere lodge of the Knights of Pythias and the Wabash Cycling Club. Just recently he joined the ranks of the Benedicts.



DANIEL N. DAVIS

BY making slight changes in one of the topical songs of the day "Dan" Davis has come into possession of another song, "The Good Old Winter Time," one with which the public is very familiar. The song harmonizes very well with Mr. Davis' business. We have heard him in songs more cheering, though anything relating to coal is always of vital interest to the consumer, especially when there is a scarcity of the product and prices soar in an upward direciton.

We can account for Mr. Davis' sweet tenor voice when we learn that he is a Welchman. It was just at the close of the civil war that Mr. Davis landed here and made his way with his parents to Youngstown, Ohio, where his father was engaged in the rolling mill business. A little later the Davis family moved to Terre Haute and Terre Haute has been glad ever since, for then our musical population was added to, in quality and quantity considerably. Mr. Davis attended a commercial college here and his first position was in the old Clippinger grocery at Seventh street and Wabash avenue. In 1874 Mr. Davis became bookkeeper for the Wabash rolling mill and remained in that position until the mill was absorbed by the trust. Then he was auditor for the new company until the local plant was abandoned in 1900. He engaged in the coal business in the same year.

As a singer Mr. Davis has taken a prominent part in all of the oratorios and other musical events that have been given in Terre Haute for the past thirty years. He has done much church work and is now a member of the Centenary choir.

LOUIS E. WEINSTEIN

THE tailor may make the man, but the haberdasher puts on the trimmings which make him a welcome member of society. Mr. Weinstein is engaged in the pleasant occupation of making the men of Terre Haute look a whole lot handsomer than they would otherwise appear. Who knows but that some of those handsome ties decorating the bosoms of his customers were the attractions which have led to happy matrimonial alliances? A girl doesn't like a sloppily attired man, and it's right there that Mr. Weinstein hurries to his relief with all that's necessary to make up the deficiency. Just so, too, the ill-clad applicant for a position is judged by his appearance and many a competent man has lost out because he forgot to throw his old hat away and get a new one in its place, or to discard his 1895 style collar and tie and supplant them with something up-to-date. This wise generation reads a man's character even in the socks he wears and in the shirt which enwraps his form. Of course the wise generation is often mistaken, but it reads it just the same.

Mr. Weinstein is a Sucker by birth but left his native town of Bement, Illinois, and come to Terre Haute when he was six years of age. He was so anxious to get busy that he did not wait for a diploma from the high school, but went to work very early assisting his brother in the cigar business at the Terre Haute house. In September, 1903, Mr. Weinstein and his brother, Romeo Weinstein, purchased the store which they now conduct on Wabash avenue, the former attending to its management. The firm has made a specialty of catering to particular people and men's furnishings exclusively are handled. Mr. Weinstein is a member of the Young Business Men's Club and is well known socially.

CHARLES S. DAVIS

WERE it not for the coal and ice men the funny papers would have to go out of business, because the chief source of their jokes would have disappeared. If one man has shed bitter tears on receiving the proverbially fatal coal bill, then a thousand have laughed themselves into hysterics over that single incident when portrayed in picture and word on the printed page. So, you see, we are largely indebted to the coal and ice men for much of the jollity and good nature which is spread about in this great world. "Weight for the Wagon" might be a good motto for Mr. Davis to adopt as we see him here, and "The fuel and his money are soon parted" might be another appropriate one.

Terre Haute is the native city of Mr. Davis and he has stuck by the old town pretty well, though much of his time has been spent at college. Mr. Davis was in the high school two years before going to DePauw University, where he procured a thorough preparatory training for Harvard college. He graduated from Harvard college in the class of '99, and following that was engaged in newspaper work in New York City for nearly two years. He had a splendid experience in modern journalism, acquainting himself with desk work, copy reading and writing on the Times, one of the best edited papers in the east. For one season he was the yachting editor of that paper handling nautical terms and furnishing the New Yorkers with the latest news of one of their favorite sports.

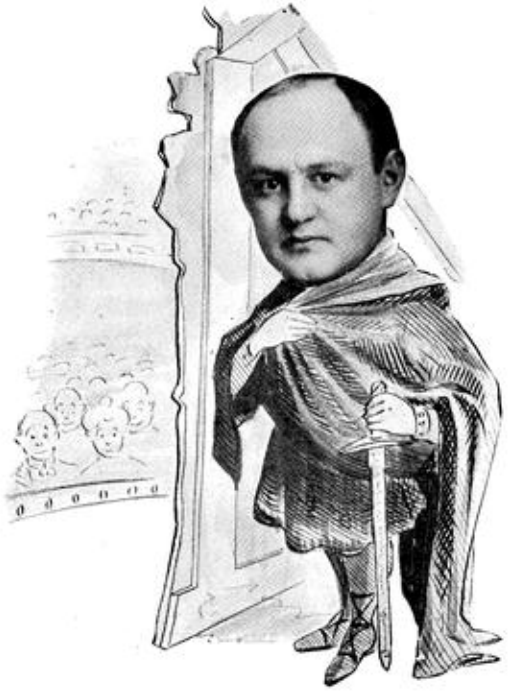
When his father, Mr. Daniel Davis, engaged in the coal business in 1900, Mr. Davis returned from the east to assist him in the management. At the time the Young Business Men's Club was formed Mr. Davis was elected secretary of the new organization and did much to establish it on a firm basis.

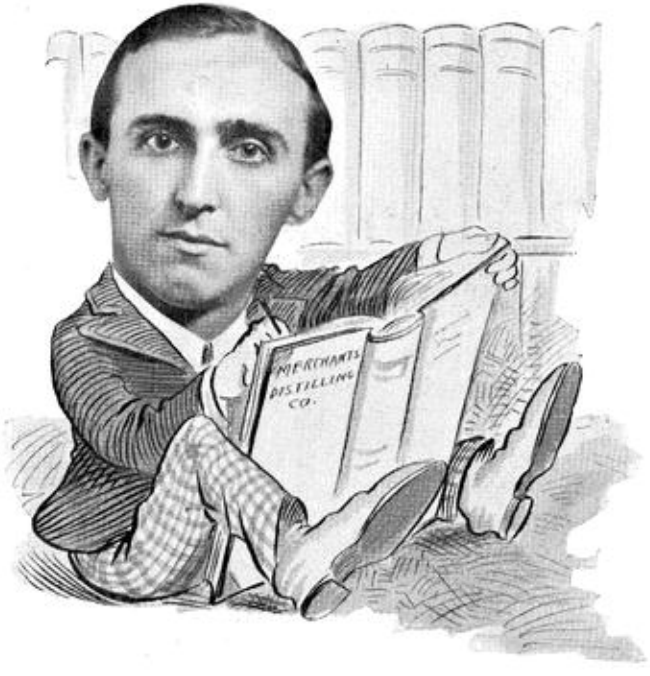
WILLIAM KING HAMILTON

IT was back in the nineties that William King Hamilton donned the stage attire in which we here see him. For one brief season he trod the boards doing parts from juvenile to character old man. He was ambitious, had talent, and would have made a success on the stage, as his friends will admit, but the public was not as appreciative as it might have been. He essayed roles in "Hobbies," "Confusion" and "A Texas Steer" but he could not live on "rolls" alone. It was necessary to appease the inner man at times.

William Hamilton was just two years old when he left Chicago. This was immediately following the big fire. He came direct to Terre Haute where he has lived ever since. He aspired to be a lawyer at one time and for five years was a page in the circuit court. But events changed the course of his life considerably. For five years he was in the office of the county clerk and then he had his theatrical experience. Entering the office of the city clerk in 1893, he thoroughly familiarized himself with the duties of the position and made a race to procure the plum for himself in 1898. He was elected by a big majority and held the position down for four years, serving the public faithfully.

In 1902 Mr. Hamilton became secretary and treasurer of the United States Trust Company, one of the new but solid financial institutions of Terre Haute. He is a popular member of the Elks lodge and has assisted frequently in the giving of amateur entertainments. As a member of Euclid lodge of the Masons he had the distinction of being the youngest Worshipful Master and Past Master. He is also a member of the Knights of Pythias and of the Royal Arcanum.





AUGUST A. LE TELLIER

IF August A. LeTellier had his own way all bookkeepers would do their work sitting down. However, we do not mean to infer that the assistant secretary of the Merchants Distilling Company is afflicted with "hook worms," the new germ that causes laziness and which was recently discovered by a Philadelphia doctor. On the other hand, all of his friends will agree that there is not a more industrious citizen in the town. "Hook worms" are probably very prevalent in Philadelphia and this may account for the town being so slow. The wonder is that the Philadelphia scientist did not find out what was the matter with his town long before this.

The distilling interests are something to be reckoned with when considering the industries of Terre Haute. The business of these concerns is far reaching and during his entire residence in Terre Haute Mr. LeTellier has been identified with them in some responsible position. Dayton, Ohio, is the birthplace of the subject of this sketch, and the year that he happened was 1874. At six months of age Mr. LeTellier's parents moved to Shelbyville where the young man remained until he was fourteen years of age, then coming to Terre Haute. His first position was with the Wabash Distilling Company where he started in as an office boy. Within less than a year he was head bookkeeper in the office, filling the position made vacant by the death of his father, Emil LeTellier. In 1894 Mr. LeTellier accepted a position in the office of the Indiana Distilling Company where he remained one year, next accepting a place in the offices of the Terre Haute Distilling Company. He became connected with the Merchants Distilling Company in 1899, and having become interested in the business was advanced to his present responsible position. He is an Elk, a Knight of Pythias, a member of the Wabash Cycling Club and a director of the Young Business Men's Association.

GEORGE G. HOLLOWAY

MAN passes through seven distinct stages of being photographed, each one excelling all previous efforts in that line. This according to a most eminent authority on photography. No doubt the photograph habit when once formed is a most baneful one, but most of the photographers say that the habit has reached that point only in a few exceptional cases. The average man dreads the photograph gallery worse than he does the chair of the dentist and why it is so it is hard to figure out. What is more interesting than the family album? Silently the old finger-marked book, lying so unostentatiously on the centre table, points out the mile-stones from infancy to age. The album is an entertainer that has few equals. Will you ever forget the time when your first sweetheart brought out the album and proceeded to tell you all about her cousins and aunts? Well, we guess not!

Incidentally, George Holloway will tell you that the same old album will convey to you some idea of the progress that has been made in photographic art. The photographer of former days used to have a wild, hunted look about the eyes and a joyless sag about the knees. This was caused by the great nerve tension and mental strain the result of trying to photograph people. Now, it is different. The modern photographer puts a person at his ease, has the victim look perfectly natural and while discussing the latest musical comedy, snaps the shutter. Mr. Holloway began to learn the art of photography just as soon as he left school and he has been progressing in this line ever since. For fifteen years he has been proprietor of the Modern studio. In that time he has won a big batch of medals and more silver cups than he can conveniently carry at one load.

In October, 1904, Mr. Holloway was elected president of the American Photographers' Association and he has also served as president of the Indiana Association and the Indiana Art League. He is in demand at the Photographers' conventions as a toastmaster and has achieved a reputation among the craft in this line. He is secretary of the Young Business Men's club and one of its most active members.

WILLIAM J. KINSER

WILLIAM J. KINSER has the distinction of being one of the first contractors to use an automobile in his work of building railroads, parks and canals and paving streets. We have just kodaked Mr. Kinser at Section 7 of the new Chicago division of the Southern Indiana railroad. It is very likely that he has covered some forty miles in his machine by dinner time and that before the day is over he will have taken a run over to Indiana where he has another railroad contract.

What do you think of a firm here in Terre Haute doing a business of nearly three millions of dollars a year and making such little noise about it? Perhaps this is the reason why the Kinser Construction Company is so successful. William J. Kinser, the treasurer of the company, was born in Terre Haute in 1872. After attending high school and commercial college he went into the contracting business with his father, Thomas W. Kinser. Much attention was given to municipal work at the start but the firm broadened its operations and there isn't a job in the country too big for it now. Mr. T. W. Kinser was in the business a good many years before the firm was changed to T. W. Kinser & Son, W. J. Kinser coming in as a partner. In 1895 it was T. W. Kinser & Sons, Harry L. Kinser becoming a member and in 1903 the company was incorporated under its present name.

Here are some of the big contracts completed: Building of sewerage and paving systems for Terre Haute and a half dozen other cities in Indiana; gun emplacement fortification for the United States government at Portland Harbor, Maine; three hundred miles of railway for the M. K. & T. system in the west; forty miles of the Hennepin canal in Illinois; water works at Cambridge, Mass., and now constructing one hundred and fifty miles of the Chicago division of the Southern Indiana and seventy miles of the Indianapolis division of the same road. The contracts of the Southern Indiana road alone amount to two and one-half million dollars.

Mr. Kinser is a member of the Lodge of Elks, the Knights of Columbus, and is also a member of the Illinois Athletic Club, of Chicago.

JAMES H. SWANGO

ATTORNEY SWANGO'S interest in a pack of hunting hounds just over the line in Illinois gave the artist a suggestion for his drawing. Mr. Swango has enjoyed many a day of hunting with hounds at his old home in Kentucky, but the sport is not so greatly enjoyed in this particular section as it is in many other parts of the country. The sign board sticking in the sand gives an inkling of Mr. Swango's interests outside of the practice of law.

From the heart of the Blue Grass region in the good old state of Kentucky came Mr. Swango. He was born at Mt. Sterling, and there grew up with all that makes Kentucky famous, blue grass, thoroughbred horses, beautiful women and fine tobacco. He lived on a farm until he became a young man and has had the experience of most lawyers—he has taught school. He prepared for the legal profession at Center College, Danville, Kentucky. Graduating from that institution he received the degree of B. A. in 1903 and the degree of LL. D. in 1905. In school Mr Swango was much interested in the different societies and his greatest interest centered in oratory. For some time he was in the law office of Ex-Governor Proctor Knott at Frankfort and values this experience greatly because of his contact with one of the country's most intellectual men. For three years previous to coming to Terre Haute Mr. Swango was in the land department of the Illinois Central Railway, being located in Mississippi.

In 1899 he located in Terre Haute. Since coming here Mr. Swango has widened his acquaintance greatly. For one year, in 1904, he was president of the Jackson club. Outside of the practice of law he is interested in the Wabash Sand & Gravel Company, occupying the position of treasurer. Mr. Swango was married in 1903 to Miss Elizabeth Williams, of Paris, Illinois.

DAVID L. WATSON

WE have a snapshot of "Grandpa" Watson engaged in his favorite sport. If there is any other outdoor sport that he enjoys more than hunting we have yet to learn what is it. There never was a time when Mr. Watson did not look upon life with a roseate hue and it might be said that he is right now in the heyday and fizz of existence, enjoying life and incidentally keeping busy enough to lay away a few simoleons for a rainy day.

To be exact, Mr. Watson was born at the southwest corner of Third and Mulberry streets in a frame house that is still standing. This was in March, 1859. After leaving school he mastered the plumber's trade in the establishment conducted by his father, D. W. Watson. Plumbing was not altogether to his liking and he went to Texas where he engaged in the raising of horses. He made frequent trips with stock to Terre Haute and was in this line for eight years. As a politician Mr. Watson can give a few cards and spades and beat an ordinary hand to pieces. "The smile that won't come off" did the work for Mr. Watson when he became a candidate for the nomination for county clerk in 1894. He was elected by 1,000 majority on the republican ticket and was re-elected to the same position in 1898. He was secretary of the republican city committee for several years.

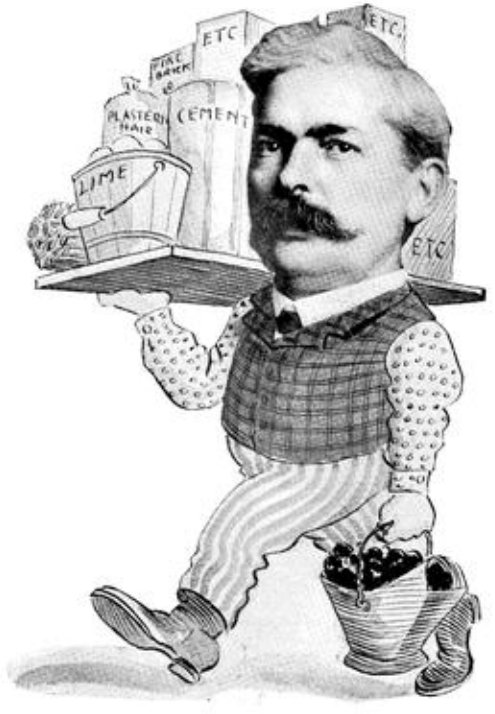
Mr. Watson, since leaving office has purchased 12,000 acres of land in North Dakota and is doing much to form a Terre Haute colony in the northwest. He is president of the Interstate Oil Company of Ohio and is also interested in the firm of D. W. Watson's Sons. For two years he was exalted ruler of the local lodge of Elks and also served as district grand exalted ruler of Indiana. Mr. Watson is a Mason and a member of the Knights of Pythias.

JAMES W. LANDRUM

MR. LANDRUM came from the little town of Eminence, Morgan county, Indiana, to Terre Haute. The village hardly deserves such a pretentious name for only now it has some prospect of getting a steam railway past its borders. However, Mr. Landrum had little choice regarding his birthplace, and even if Eminence has not progressed very much in the past fifty years, he still has a warm spot in his heart for the place where he first came into existence in a little log cabin.

We have Mr. Landrum loaded down pretty heavily, but his shoulders are strong and he likes nothing better than being busy. After graduating from the high school class of 1874, Mr. Landrum adopted the teaching profession and followed it for a number of years. He was principal of the Fourth district school when it burned and was also principal of the Seventh district school for several years. For three years he served as secretary of the school board. From 1881 to 1887 he was in the office of the auditor of the Vandalia and then embarked in the mercantile business, becoming manager of the Terre Haute Coal & Lime Company. Starting with one horse and wagon the business for the first year amounted to $14,000, and at the close of the seventh year the books showed a volume of business amounting to $75,000. Trade has steadily increased and the company only recently moved into its new building on Wabash avenue, near Ninth street. Since 1893 Mr. Landrum has been secretary of the Coal Bluff Mining Company which operates in Greene, Vigo and Clay counties. He is also secretary of the Mechanics Building and Loan Association.

Mr. Landrum has been active in politics as far as every good citizen should be, and is identified with Centenary church as a member of the official board. He is a Mason and a member of the Ben Hur order. He has been connected with the Young Men's Christian Association since its organization and is at present chairman of all of the most important committees.



JOHN E. BUDD

MANY people have traveled all of their lives and yet do not know how to behave when on the road. A western ticket agent who was anxious to teach something about railway etiquette posted the following rules: "In traveling by rail on foot, turn to the right on discovering an approaching train. If you wish the train to turn out, give two loud toots and get in between the rails, so that you will not muss up the right-of-way. On retiring at night on board a trian do not leave your teeth in the ice water tank. If every one should do so it would cause great confusion in case of wreck. If you have been reared in extreme poverty, and your mother supported you until you grew up and married, so that your wife could support you, you will probably sit in four seats at the same time and extend your feet so that they can be wiped off on the clothes of other people."

It is not within the province of the modern ticket agent to tell a person how to act while traveling; we are supposed to know how by this time. But it is a part of the passenger man's pleasure to tell you all about the best route, the beauty of its scenery and superb equipment of his road. Mr. Budd is seen here calling attention to the Frisco. The catch phrase, "There is something to see along the Frisco lines," has become famous.

Mr. Budd was born in the vicinity of Terre Haute in 1867. After graduating from a commercial college he accepted his first railroad position with the Evansville & Terre Haute road as operator and agent at Elnora. Next he was located in Terre Haute three years for the road as an operator and then accepted a position as ticket agent for three different railroads at the Paducah, Kentucky, union station. Seven years Mr. Budd spent in the west in railroad work and then returned to this part of the country, identifying himself with the Chicago & Eastern Illinois railroad. He was stationed in Terre Haute in 1900. April 1, 1905, he was promoted to his present position as city passenger and ticket agent for the Chicago & Eastern Illinois and the Evansville & Terre Haute roads.

MALCOLM A. STEELE

"YE are wrong there," said Pilot Steele. "There ain't anything afloat that can get ahead of this craft. Good mon, just look how she travels! 'Tis a biggish load for this boat but we will make Provost Landing before the sun sets."

There was a moment of silence and the passenger who had been talking to the pilot looked down into the deep blue of the beautiful Wabash. Below, a piece of weed now and then flashed past, looking like an eel or snake as the sunlight glittered upon it.

"Speaking of my early sailing days," resumed the pilot, "I've sailed in a man-'o-war that would clean the sea of all floating things in six months. I well remember my expedition in the South Sea Islands in 18—." Here the narrative of the pilot was interrupted as the "City of Terre Haute" barely escaped a snag.

Malcolm A. Steele, who is one of the staunch friends of the Wabash, was born in Bullitt county, Kentucky. Instead of being interested in horses as you would naturally expect, he is interested in boats. This can be accounted for when it is learned that he left the Blue Grass country and came to Terre Haute when he was five years of age. Upon leaving the high school he entered the office of the Wabash Lumber Company and remained there until he was appointed clerk in the office of County Clerk David Watson in 1896. Mr. Steele has thoroughly familiarized himself with his duties and has remained in the county clerk's office since 1896, having been re-appointed when Mr. Berry took charge.

His greatest hobby is the river and recently Mr. Steele had the "City of Terre Haute" built, which plies between Terre Haute and the towns south on the river within a distance of fifty miles.

HARRY T. SCHLOSS

THERE is no doubt about the political faith of Harry T. Schloss. His democracy is just as firm as that of David B. Hill or Grover Cleveland, both illustrious men in their party. The emblem that Mr. Schloss holds to view is one he has been stamping ever since he was old enough to vote. While its crow was very nearly stifled at the last election, Harry feels that it will flap its wings again in victory just as soon as all factional differences are settled, and the people return to the principles first enunciated by Andrew Jackson, et al.

After leaving school Mr. Schloss entered the clothing store which had been established by his father, Philip Schloss, one of Terre Haute's best known merchants. One year after the death of Mr. Schloss, Sr., a partnership was formed by the son with Judy Thorman, the firm now being Thorman & Schloss. While giving the proper amount of attention to his business, Mr. Schloss has been honored by his party and represented the citizens of the old and new Second wards six years in the city council. True to his democratic principles he has always regarded the interests of the people paramount as his record in the council shows. In 1903 Mr. Schloss rallied the democratic forces as county chairman.

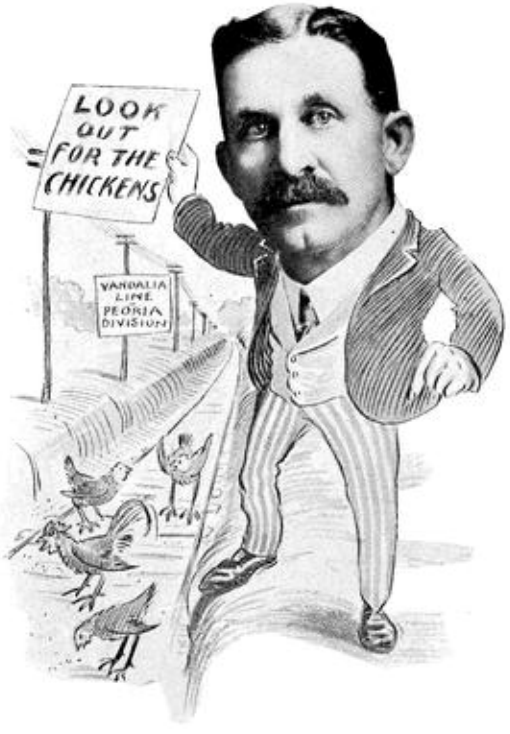
In religious work he is prominent, being president of the board of directors of Temple Israel and president of district No. 2 of the B'nai Brith order. Six states are embraced in the district and the position is one of responsibility as well as honor. Mr. Schloss is a member of Euclid lodge No. 573, of the Masonic order and is a director of the Phoenix club.

ROMEO A. WEINSTEIN

A WELL known humorist who enjoys a good cigar, tells a story of an experience he had in the west at a small town where he was engaged to deliver a lecture. After eating his supper he approached the cigar counter and purchased a cigar from the proprietor of the hotel. The hotel man was talkative and spoke frankly about his cigars. After selling the humorist a brand that he knew to be good, he picked up an odd looking smoker and told this story: "If you will notice you will see that each cigar has a spinal column, and this outer debris is wrapped around it. One man bought a cigar out of that box last week. I told him though, just as I am telling you, that they were no good. But he took one and went out on the veranda to smoke it. Then he stepped on a melon rind and fell with great force on his side. When we picked him up, he gasped once and expired. We opened his vest hurriedly and found that this cigar with the spinal column had been driven through his breast bone and had penetrated his heart. The wrapper on the cigar never so much as cracked."

This story emphasizes the difference in cigars. Patrons of the Terre Haute House never go out of the building for a good cigar. When Romeo Weinstein hands a cigar to a customer, the customer knows that it is good without any explanations. Mr. Weinstein has been selling cigars and tobacco in the Terre Haute House for fifteen years. None but high grade tobaccos are handled. This is a very good picture of Mr. Weinstein as you may see him a good many times in a day. While advising people to "smoke up" Mr. Weinstein is also interested in seeing them dress up. He is associated with his brother, Louis Weinstein, in the men's furnishing business, their Wabash avenue store being the most exclusive of its kind in the city.

Mr. Weinstein is an Elk and a Mason and his greatest recreation is fishing.



ORVILLE E. RAIDY

NATURE has endowed the hen with only a limited amount of brain quality, hence she is likely to wander on railroad tracks and meet an untimely end. Orville E. Raidy is seen here in the act of protecting a few of his favorite chickens which are meandering over the right-of way in the vicinity of his farm at St. Mary's. Mr. Raidy is a chicken fancier as well as an experienced railroad man. It is his opinion that the hen is not fully appreciated. No one can look upon the still features of a young hen overtaken by death in life's young morning without being visibly affected. And again the death of an old hen is regretted, especially by those called upon to officiate at her obsequies.

Mr. Raidy is a native of Havanna, Huron county, Ohio. He has been in the railroad business since he was fifteen years of age, accepting his first position as a fireman on the Sandusky division of the Big Four. Later he was with the Lake Shore railroad and came to the Vandalia in 1877. Starting in as a brakeman on the Terre Haute and Indianapolis division Mr. Raidy has been advanced in rapid order, becoming trainmaster of the main line and the Michigan division in 1885. He held this responsible position until 1901 when he was again promoted, being made trainmaster of the Peoria division and road foreman of engines. Mr. Raidy has rounded out twenty-eight years in the service of the company.

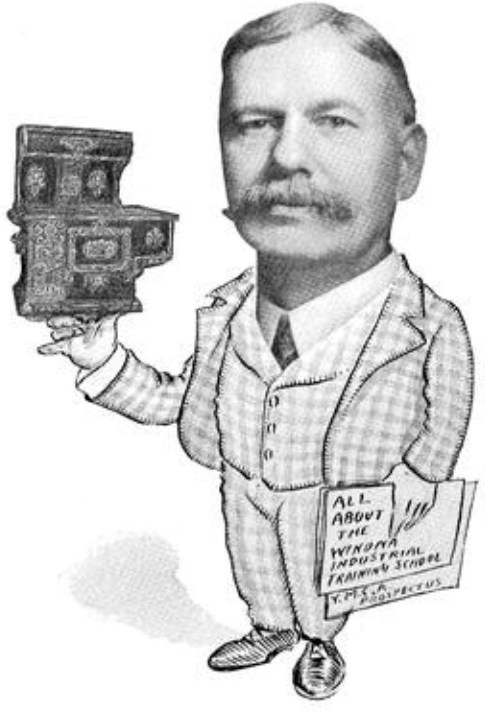
He enjoys fishing and is a great lover of baseball. Seat No. 9 in the Atheltic Park grandstand is generally occupied by Mr. Raidy when he has time to see the Hottentots play, and he is an energetic "rooter". Mr. Raidy is a thirty-second-degree Mason.

HARRY P. TOWNLEY

IN 1874 Harry P. Townley came to Terre Haute from Cincinnati to visit his brother, James P. Townley. He was so favorably impressed with the town that he decided to remain and immediately engaged in the hardware business with his brother. In the language of the country editor, what has been Cincinnati's loss is Terre Haute's gain

Mr. Townley was born and reared in Cincinnati and he graduated from the Woodward high school in the same class with William H. Taft, President Roosevelt's right hand man. It was shortly after this that Mr. Townley came to Terre Haute. Until 1884 he was associated with his brother in the conduct of the business of the firm known as Townley Brothers. At that time the firm became the Townley Stove Company, Mr. James L. Townley leaving to go to Kansas City, where he is engaged in the same line. A general jobbing and retail business is done by the local company. While always a busy man Mr. Townley has found time to devote his energies to more important things than mere money-making. He has always been interested in educational affairs and was one of the men to organize the Young Men's Christian Association. For eight years he was the president of the board of directors and still holds a position as director. He was president of the board of trustees of Coates College when that institution was in its most flourishing condition. He is treasurer of the Winona Assembly and Summer school and is deeply interested in the welfare of the Winona Agricultural Institute at Winona Lake, and the Winona Technical Institute at Indianapolis, both the outgrowth of the assembly.

That Terre Haute is enjoying a cheaper gas rate than years ago is probably due to the Fuel Gas Company, of which Mr. Townley and several other active citizens were promoters. This company operated for eight years, making a water gas from crude oil, one of the first plants of its kind in the country. Keen competition stifled the enterprise and it was finally sold to a rival concern though Terre Hauteans for the first time in years, bought gas more cheaply than they had before.



ARTHUR F. GOLDSMITH

THIS caricature would have fitted Arthur F. Goldsmith, of the Vigo Commission Company, very well a few short years ago, for at that time he was gaining a practical knowledge of the business, and juggled numerous barrels of cabbages and crates of strawberries during the rush hours of the day. There is nothing easy about the work connected with the commission business. In the summer time it is extremely exacting. For example, during the strawberry season Mr. Goldsmith was obliged to be up at four o'clock unloading the crates from the cars, and he is very glad to have the other fellow do the getting up now. The commission men have their troubles as well as men in other lines of business. In the summer time there is a loss in fruit from decaying, and in the winter time there is the constant danger of loss by freezing.

Mr. Goldsmith is general manager, secretary and treasurer of the Vigo Commission Company, which does an extensive business within a radius of one hundred miles of Terre Haute. The business has steadily grown since it was taken in charge by Mr. Goldsmith and his brother, Fred, five years ago. Mr. Goldsmith was born in St. Louis in 1875 and came to Terre Haute when he was five years of age. He quit the high school before completing his course and immediately went into the commission line with his father, Charles Goldsmith. Here, both Fred and Arthur received the training which has been so valuable to them in the conduct of their own establishment. Mr. Goldsmith is a member of lodge No. 86, Benevolent and Protective Order of Elks, and of the Young Business Men's club. Recently he was made an honorary member of the Terre Haute Automobile club through the insistence of Thomas G. Beggs, and has provided himself with a pair of goggles and a long coat at the suggestion of his friend.

JAMES M'CALL

AMONG the younger physicians of Terre Haute, Dr. James McCall is one of the best known. The mirror that the doctor has on his head enables him to peer into the cavities of eye, ear, nose and throat and treat ailing humanity for its numerous ills. In an age of specialism Dr. McCall has found it to his advantage to confine himself more or less to office practice.

He is a native of the Wolverine state, South Haven being the city of his birth. This is a famous summer resort now, but the doctor recalls the time when land that is now worth a fabulous price could have been bought for a few paltry dollars. Chicago and Kalamazoo furnished exceptionally good educational advantages for Dr. McCall and he attended school in both of these cities. He did not prepare for the medical profession immediately after leaving high school, but became a traveling salesman representing the hardware department of one of Chicago's biggest wholesale houses in Illinois, Iowa and Nebraska for some time. During the World's Fair at Chicago, the doctor was superintendent of the marine transportation department, although he admits that his sailing has been confined exclusively to fresh water. He began the study of his profession at the Indiana Medical College at Indianapolis and was graduated from that school in 1897. It was but a short time afterward that he suffered a severe case of blood poisoning the result of wearing an illfitting shoe and his left leg was amputated. After Dr. McCall's recovery from an illness of six months he was interne at the Post Graduate Hospital of Chicago, where he gave particular attention to the eye, throat, nose and ear. He practiced at Niles and Kalamazoo, Michigan, before coming to Terre Haute in 1903. The doctor is genial and sociable and has made a large number of friends.

SIGMUND UFFENHEIMER

WE would not have you labor under the impression by any means that Mr. Uffenheimer is a confirmed baseball crank just because you see him boarding a car bound for the ball park. However, when Mr. Uffenheimer is not too busy and can spare the time from the Herz establishment, it is more than likely that you will see him every once in a while going to the game. If the Hottentots have their batting clothes on and make a home run or two, the smile on Mr. Uffenheimer's face remains there for several days. Thus does baseball smooth the pathway of life and add long years to the career of the fan.

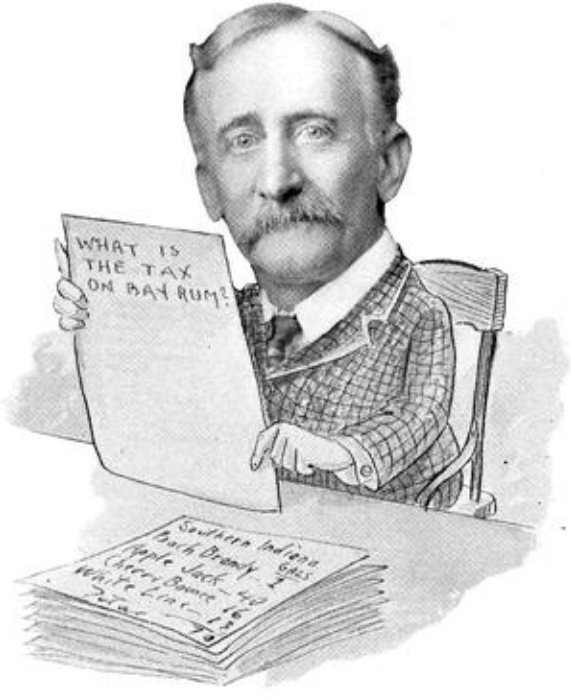
We are very glad that Mr. Uffenheimer took it into his head to come over to this side from the old world. He was born in Burgebrach, Bavaria, Germany, and when he was sixteen years of age sailed for the United States. He was located in Philadelphia for one year, but found the town too slow and came on west to Terre Haute. He began his business career in the Herz Bazaar, a store that has had a remarkable growth. From the start Mr. Uffenheimer worked hard for the store's success and has seen his hopes realized. He is general manager of the Herz establishment and is interested in the business financially.

The store has had several different locations, each time outgrowing its quarters and is even cramped now in its present location on account of the immense volume of business transacted. Mr. Uffenheimer is a member of the Humboldt Masonic lodge, the B'nai Brith and the Phœnix club

HARRY G. THOMPSON

MR. THOMPSON is seen here quite busily engaged in looking over the distillery reports and records from the storekeepers and gaugers of this district. Uncle Sam does a mighty big business here and gives employment to a large number of deputy collectors, who see that he gets all that is coming to him. The individual who attempts to make "wet goods" or sell them without Uncle Sam's supervision is monkeying with an awfully bad buzz saw. Nicely engraved certificates that cost money are absolutely necessary to both the manufacturer and the retailer. Then when you get these certificates you must not forget to tell Uncle Samuel about what you are doing.

Mr. Thompson is the son of "Indiana's grand old man," Colonel Richard Thompson, who for many years was prominent in public life. If you enter Mr. Thompson's office today you will find a fine portrait of his father there and many reminders of the career of the illustrious statesman who Hoosiers honored so highly. Harry G. Thompson, after graduating from the high school entered the law office of his father and studied law for several years. When Colonel Richard Thompson became secretary of the navy he selected his son Harry as his private secretary. Returning from Washington, Mr. Thompson engaged in journalism for a short time. He was constantly associated with his father for several years, except during the time he was a member of the clerical force in the Indiana legislature in 1885. Before being appointed to his present position, Mr. Thompson was a deputy in the county clerk's office. In 1897 he was appointed deputy revenue collector under Collector Henry. As deputy in charge of the distilleries Mr. Thompson's position is one of much responsibility. His greatest and most enjoyable recreation is wheel riding.



QUESTIONS YOU WILL BE REQUIRED TO ANSWER UNDER THE NEW LAW
1—IS THIS YOUR FIRST OFFENSE?
2—DO YOU THINK YOU'LL LIKE YOUR PEN-IN-IAM?
3—DO YOU EAT ONIONS?
4—ARE YOU TICKLISH?
5—CAN YOU WHISTLE "ON THE BANKS OF THE WABASH"?
6—ARE YOU TROUBLED WITH COLD FEET?
7—ARE YOU SURE THAT YOU SPOKE?
8—WILL YOU PROMISE TO TAKE YOUR WEDDING TRIP ON THE WABASH?
MARRIAGE LICENSE

WILLIAM H. BERRY

HERE we have a very good likeness of William H. Berry, the dispenser of happiness at the court house.

Though the new law makes it a little more difficult than formerly to get a license to wed, County Clerk Berry has not noticed any diminishment in the volume of business. He insists that marriage will always be popular in spite of the machinations of the law makers.

On a farm near Weston, West Virginia, the county clerk was born. He availed himself of what educational facilities the times afforded, there being no free schools in West Virginia at that time, and when the free schools were established he wielded the birch for one winter. Then he assisted in building a number of free school houses. His first railroad position was with the Baltimore & Ohio and he fired an engine for a brief time. He next accepted a position in the shops of the company at Bellaire, Ohio, and was there until 1874, when he came to Terre Haute. For thirty years and forty-five days Mr. Berry was a valued employe of the Vandalia railroad company, working upward from various positions in the shops until he became general foreman in 1894.

Mr. Berry's first experience in politics was in 1888, when he was elected to the legislature. He was re-elected to represent Vigo county in 1896. In 1902 he became a candidate for the nomination for county clerk on the republican ticket. Mr. Berry worked along very quietly but effectively and won out over his opponent by 431 votes. He entered the office in November, 1904, and is making a very excellent record. Mr. Berry was married to Miss Tillie Deffenbaugh while in Ohio, and is the father of three sons, all grown, George, Charles and Alvin.

WILLIAM CREIGHTON BALL

THE subject of this sketch was born in Terre Haute. With the exception of a few years spent at Amherst, Massachusetts, where he was graduated from Amherst college, and a few years in which he taught, mathematics chiefly, in the St. Louis high school, he has passed his entire life in Terre Haute and Vigo county, for which he has an intense loyalty.

When quite a youth working on his father's farm at Spring Hill, in Honey Creek township, Mr. Ball showed his fondness for fight and for taking part in public affairs, by enlisting for service in the civil war. As he was then considerably under age, and as his father needed him badly on the farm, since an elder son was in the Union army, William was yanked out of the service, much to his regret.

But as he entered journalism, after a brief career practicing law, and as journalism that amounts to anything is one long battle, he probably satisfied his martial spirit. He bought a half interest in the Terre Haute Gazette in 1872 and retired from the business in 1904, after thirty-two years useful and strenuous service with very few furloughs.

He is now and has for many years been president of the board of trustees of the Rose Polytechnic Institute and a member of the board of trustees of the Indiana Reform School for Boys, at Plainfield.

As a toastmaster Mr. Ball has few equals and his services have been in demand upon numerous occasions.

J. IRVING RIDDLE

"WAUSEON! Wauseon!" shouts the Lake Shore brakeman. And then the passengers look somewhat startled as if they did not know whether "he" was "on" or not. It is related of one absent-minded passenger that when he heard the name of this station in Ohio called out for the first time he replied to the man in the uniform that the fellow had "got off" at the other station.

Wauseon, Ohio, is the birthplace of J. Irving Riddle, state agent of the Phœnix Fire Insurance Company, of Brooklyn, and one of the best known men in the insurance business in Terre Haute. Properly speaking, Mr. Riddle was not born inside the city limits. He was one of the log cabin babies and grew up in a heavily timbered country where some strong muscular work was necessary in order to clear a place for the wheat, oats and corn. After attending the Wauseon schools and the Williams Center Academy, Mr. Riddle began teaching school and working insurance in the summer. He continued along these lines for nineteen years when he became the representative of the Phœnix in Wauseon, and had about ten counties in his district. In 1873 he came to Terre Haute and went into partnership with W. B. Wharton in the insurance business. After the death of Mr. Wharton, the Riddle-Hamilton Company was organized, with Mr. Riddle as president. He was appointed state agent of the Phœnix in 1874. In this position Mr. Riddle has charge of four hundred agents, and travels on an average of 30,000 miles a year. He figures that he has traveled one million and a quarter miles in his life time, which is doing pretty well. Every day the premiums of the company in Indiana amount to $1,000.

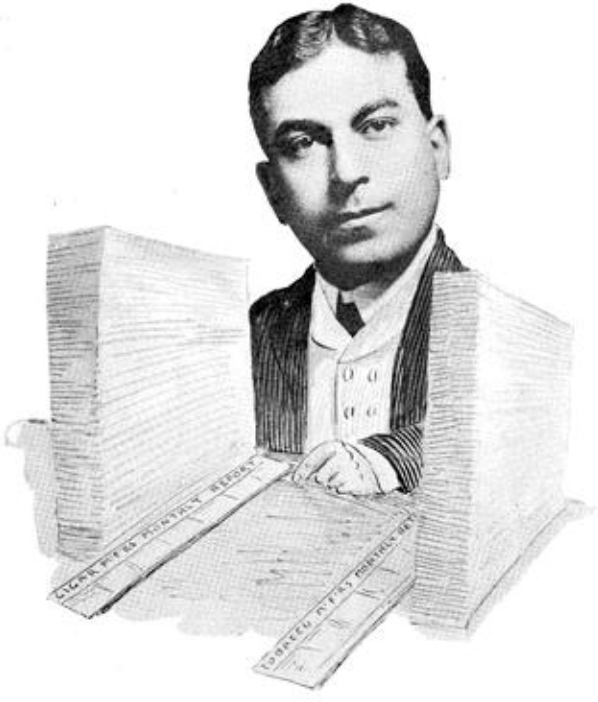
Mr. Riddle finds great pleasure in hunting and each year visits Arkansas, where he owns a plantation which abounds in a great variety of game. Our snap shot was made in the tall timber there. He has always been interested in church work and is a trustee of the Central Christian church. Mr. Riddle's greatest hobby is collecting portraits of well known insurance men. He has always been a republican and has been active in state politics for years though he has never cared for a public office.

WORTH B. STEELE

THE man leading the G. O. P. elephant is Worth B. Steele. He is appropriately thus pictured because he has been chairman of the republican city central committee three different times and has been offered the job for the fourth time. He knows how to guide the republican elephant along paths of safety. He has been on its back in political campaigns of the past and understands all of its tricks. You will notice that the elephant is now willing to be led. It was Mr. Steele's abilities as a campaign worker and organizer that led to his selection by the republicans so many times.

The pachyderm business is only a side issue with Mr. Steele. He is one of Terre Haute's best known business men and is the general manager of the Hooton Lumber Company. There is no man in Terre Haute more interested in seeing the town develop, for this means that more lumber will be sold from the Hooton yards. Mr. Steele was born at Hustonville, Illinois, and moved to Terre Haute when he was sixteen years of age. He supplemented his training in the public schools with a Commercial college course and held his first position as a bookkeeper in a wholesale grocery house at Louisville. He returned to Terre Haute in 1881 and engaged in the lumber business with T. B. Johns. In 1897 he became general manager for the Hooton Lumber Company. The concern does a large retail business and its yards are among the most extensive in the city.

Mr. Steele has served as councilman from the old Second ward and has led the elephant through three city campaigns. He enjoys automobiling and spends his vacations at Maxinkuckee in the summer time, where he fishes for bass. He is a member of the Masonic orders and, withal, a very genial Terre Hautean.



RAY FORTUNE

THE average lover of the weed knows little about the trouble the work incident to the manufacture and the sale of a cigar or a plug of tobacco. In the first place, the manufacturer must give a strict accounting in this district to Mr. Fortune, as to the quantity of tobacco he has purchased. Then he must tell him how many cigars he has made out of the tobacco purchased and also inform him of the number of revenue stamps cancelled. Down at the brewery, Mr. Fortune watches the pipe and bond cellar and knows almost to a teaspoonful how much beer goes into the bottling department. He carries the keys that unlock the big storage tanks of beer, and looks carefully to see that the government is given the right accounting.

Mr. Fortune is still living in the same house in which he was born on North Twelfth street, in 1878. He played around the front gate of his home with the other boys of North Twelfth until he started to school and got too big to play. He spent three years in the high school and then completed a course in a commercial college. Among his first positions was that with the J. R. Duncan Company, with whom he became cashier. Then he accepted a place in the mechanical department of the Vandalia. For one year and a half he was work inspector in the machine shops of the Union Pacific, under W. R. McKeen, Jr., at Cheyenne. One experience that Mr. Fortune will always remember was his venture in the real estate business in Colorado after leaving Cheyenne. He was sent from Denver to boom a town site where a railroad was expected to transform a lonely cut in the mountains into a western metropolis. The railroad failed to strike the town, property values dropped, and the real estate agent came back to Terre Maute. Mr. Fortune was appointed deputy revenue collector in March 1905.

ADOLPH NEUKOM

THEY tell the story of a deaf old lady, who, with her daughter, happened to be aboard a railroad train which jumped the track and jumbled the passengers together in heaps. The two ladies were rescued uninjured and assisted to a grassy knoll, where they were left to recover from their shock, while their rescuers turned their attention to more serious cases. Among the passengers was a kindly disposed elderly gentleman who passed from one group to another seeking to comfort and reassure the distressed. On reaching the two referred to he said gently, as he placed his hand soothingly upon the mother's arm:

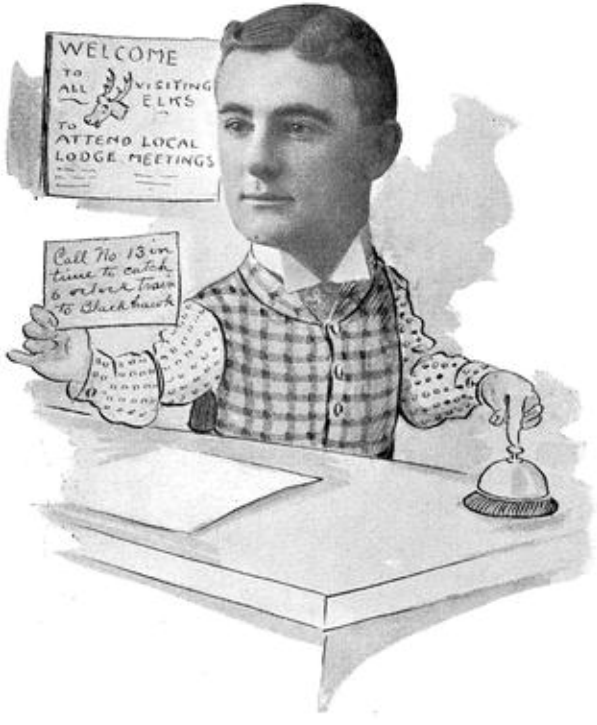
"Have courage, ladies, and remember that a kind heaven bends over all."

Turning quickly to the daughter, the mother asked in jerky syllables:

"What's the old fool saying about men's overalls?"

Of course it would have been foolish to discuss such a subject at such a time; however, if Adolph Neukom had been there it wouldn't have been astonishing to hear him broach the subject even under such unfavorable conditions. This is because overalls are his hobby. He is superintendent of the Stahl-Urban Company, which makes carloads of these necessary garments each year. In fact workingmen's garments of all kinds are made by this company. We know that Mr. Neukom is a republican and he seems strongly in favor of "protection" for the workingman.

Mr. Neukom is a native Terre Hautean, and was born here in 1886. Upon leaving the high school he went into the office of the Havens & Geddes Company, and after being there six years accepted a position with the Stahl-Urban Company, where he has become an indespensable part of the establishment. He is a jolly good fellow; an Elk, a Mason, a member of the Knights of Pythias and an Odd Fellow. He would rather bowl ten pins when he has the time than to do anything else.



JOHN J. CLEARY

IT is really necessary to be a natural born good fellow in order to be successful in the hotel business. The personality of the man behind the register has much to do with keeping the house well filled and the guests in good humor. Mr. Cleary has the happy faculty of doing both of these essential things, but he does not fill his guests as the St. Nicholas is not operated on that plan. We see Mr. Cleary here in the act of tapping the bell. This is a call for help and is quickly answered unless the helper—the bell boy—is asleep or reading a tale about Deadwood Dick.

Thirty-one years ago Mr. Cleary was born in Terre Haute. He enjoyed life just like all other boys and commenced to get more serious when he entered the high school, graduating with the class of 1893. His first position was in the office of County Clerk Roquet, and he remained there four years and a few months, serving the last four weeks of his time in the office under Mr. Watson, the successor of Mr. Roquet.

In 1899 Mr. Cleary became a partner with Mr. Frank Hoerman in the seed business. After learning more about the seedy families than he ever knew before, Mr. Cleary retired from the seed business in 1902. Along about this time be became interested in politics and procured the nomination for auditor on the democratic ticket. He made a very creditable race for election but could not stem the big republican landslide which took with it several other good democrats. After organizing the Cleary Coal and Supply Company, later disposing of his interests, Mr. Cleary became a partner with Maurice Walsh in the conduct of the St. Nicholas hotel. In June, 1904, Mr. Cleary became sole proprietor of the hostelry on Ninth street. The St. Nicholas is deservedly popular with the commercial travelers. Mr. Cleary is a member of No. 86, lodge of Elks. His greatest sport is found in shooting ducks and other wild game.

EDWARD A. KIEFNER

IT has not been so very long ago that Edward A. Kiefner was a traveling salesman. For eleven years he chucked indigestible food at various hotels in Indiana and made up his mind that if he ever left the road he would manage a hotel and give the "drummers" something good to eat, a clean bed and ice water when they asked for it. Mr. Kiefner knows that of all men the traveling man has a hard life and there is nothing so much appreciated by the fraternity as a good place to sleep and eat.

At nineteen years of age Mr. Kiefner quit stacking hay on the farm in Illinois on which he was born and came to Terre Haute. His first position was procured at the Filbeck hotel, where he gained some knowledge of the business but did not put it into practical use until many years later. He was not in the hotel very long until he was offered a place with the United States Biscuit Company, which was later absorbed by the trust. He began as shipping clerk and worked his way upward, until he was sent out on the road to sell the baking products made by the company. He was quite successful as a salesman and remained in this position for eleven years. In March, 1904, Mr. Kiefner became proprietor of the New National hotel. From the first day he took charge, the hotel began to show the effect of Mr. Kiefner's hustling and within a remarkably short time the business had increased wonderfully. There is no more popular stopping place in the town for the travelers and it is virtually "T. P. A. headquarters."

Mr. Kiefner is one of the most active members of Post G, of the Travelers' Protective Association, and for one year was its president. He has served as a director on the post board and was a member of the state board two years. He is also an active member of the United Commercial Travelers, the Knights of Pythias and the Masons.

FRANK LESLIE CAMPBELL

YOU would immediately infer from this caricature that Mr. Campbell is a railroad man from head to feet. He is. He has swung a lantern in just this fashion as a freight brakeman and has even smashed trunks as a baggage master. His upward rise in the railroad world has been very interesting. There are yet a few people in Terre Haute who remember Mr. Campbell when he stood on the front end of a street car and drove a mule on the line that ran from the old Chestnut street depot to the Terre Haute house. One of the first problems in transportation that he had to overcome was the old mule "Dixie," the biggest mule that was ever used on the local street railway sytsem. Before the advent of electricity in the street railway business Mr. Campbell had become a railroad man.

He has about lived down the fact that he was born in Evansville. Mr. Campbell left there when he was five years of age. He lived in Vincennes and Cinncinati afterwards, getting his education in these cities. He arrived in Terre Haute from Cincinnati in 1873. He drove a grocery wagon and "Dixie" and was in the Union depot restaurant before he became a Vandalia yard clerk in 1879. Next he smashed trunks, twisted brakes, was a freight conductor, took up tickets on a passenger train and in 1894 was promoted to the position of trainmaster of the Peoria division. In 1896 he was made road foreman of engines in addition to his duties as trainmaster. In December, 1901, he was advanced at his present responsible position, that of trainmaster of the main line of the Vandalia.

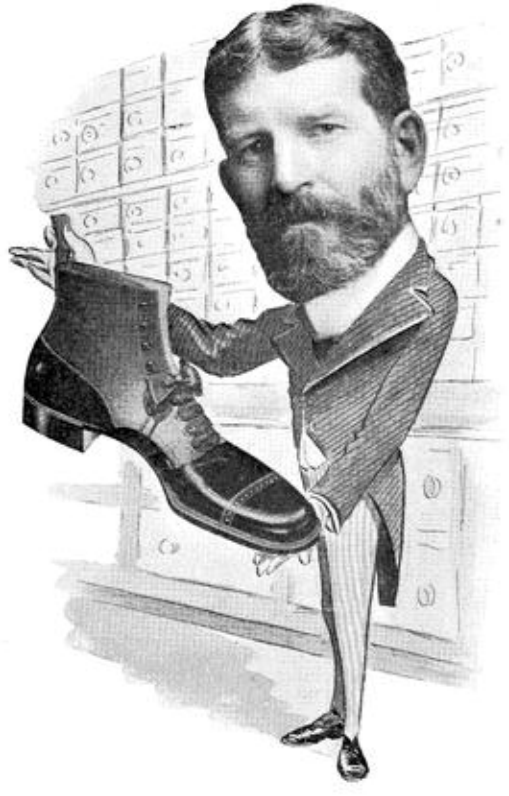
He is an Elk and a member of several fraternal orders.

JAMES B. WALSH

THE hippopotamus and the elephant need no shoes. Nature has provided them with a covering that will protect their feet under practically all circumstances. In the garden of Eden Adam roamed about barefooted, Sandals were good enough for the Romans and Greeks. As civilization has progressed, there has been more and more doing in the shoe business, until now, no respectable American cares to go about barefooted if he can help it. It is now up to the people to provide themselves with something in which to clothe their feet. As we see Mr. Walsh here, we almost expect to hear him say something about the sole-construction, honest workmanship and the faultless style of the shoe which he is holding.

With all due respect to Canada, we insist that there are greater opportunities in the United States for the young man. Mr. Walsh came to this conclusion when he was twenty years of age. He was born at Port Hope, Ontario, where he received his education. He took his first position on this side of the great lakes in a wholesale commission shoe house in Cleveland. The firm with which Mr. Walsh was identified, later moved to Chicago. In the Windy City, Mr. Walsh became confidential man for the commission house and gathered a greater knowledge of the shoe business. His first venture in the retail line was at Springfield, Illinois, where, with a partner, he opened a large store. A branch store was established in Terre Haute in 1899 and Mr. Walsh came here to take charge. Upon the dissolution of the partnership Mr. Walsh became proprietor and manager of the store here.

There is no more active worker in the Knights of Columbus Council than Mr. Walsh, who is grand knight. He is warden of the State Council and has represented the Terre Haute Council in the state conventions four times. Mr. Walsh is one of the directors of the Retail Merchants Association and is a firm believer in Terre Haute's future. When it comes to recreation he would rather see a good base ball game than any other outdoor sport.



R. VOORHEES NEWTON

SO far as is known, Sir William Blackstone wrote upon a great many subjects and has proved a great friend to the lawyers. The volume that Mr. Newton is taking from his book case is one on mining but we are in doubt about the author of the book being the same Blackstone who wrote the celebrated commentaries on the laws of England. Mr. Newton has few hobbies, but outside of law he is interested, to some extent, in mining.

He is a director and attorney for the Tornado Mining Company, whose property is located in Saguache county, Colorado. The stockholders are Terre Haute people and the business of the company is conducted on a purely mutual plan. Several valuable claims are held, and gold, silver, and lead are found on the property, the assays showing up remarkably well. Already improved machinery has been put in operation at the mines and ore is being taken out in large quantities. The local officers are: Dr. W. H. Baker, president; W. I. Law, vice-president; H. C. Albrecht, secretary; Frank Teel, treasurer; directors, including the officers, Charles M. Miller, F. O. Froeb and R. V. Newton.

Mr. Newton is a native of Parke county, having been born on a farm near Rosedale. He attended the Indiana State Normal School and the Indiana Normal School at Ladoga, later taking a commercial college course. For a time he was in the office of J. R. Duncan & Company, and then began the study of law in the office of Rhoades & Williams. He went to Ann Arbor in 1891, graduating from the law department in 1893. Returning to Terre Haute, he commenced the practice of law in the office of Rhoades & Williams, continuing there until the death of Judge Rhoades, when he formed a partnership with W. A. Kerns. After three years he opened an office for himself. Mr. Newton has given particular attention to the probate feature of the civil law, though his practice is general.

He is Past Grand Master of Terre Haute lodge I.O. O. F., No. 51, and is also a member of Canton McKeen.

HUGH H. SHIRKIE

FROM Aryshire, in the lowlands of Scotland, came Hugh Shirkie to the land of the stars and stripes, when he was nine years of age. Family after family of the Shirkies have been engaged in the coal mining business and when this branch of the Shirkie family settled in Youngtsown, Ohio, they continued at their old trade. Hugh Shirkie knows the mining business from bottom to top. He is practical if anything, and this no doubt has contributed no little amount to his success. This is a very good picture of Mr. Shirkie as he might have been seen a number of years ago. However, at present it is quite different.

Mr. Shirkie did not reside long at Youngstown until he came to Carbon, Indiana, where the family located. He began to develop the coal interests of Indiana immediately, opening a mine at Illiana. Then he moved to Clinton and engaged in mining on a more extensive scale, and became in time one of the best known operators in the state. He was with his father and brother in the business for some time and finally became the owner of three mines. These he sold recently to the Dering Company, of Chicago. The Dering people wanted a good man and selected Mr. Shirkie to look after their eight mines. He is district manager of the company with offices in the Grand Opera House block, and is kept pretty busy. The output of the eight shafts is between seven and eight thousand tons daily, a majority of them being in the vicinity of Terre Haute, while the shaft farthest distant from this city is the Big Four mine near St. Louis. Mr. Shirkie is a member of all of the Masonic bodies and is also a well known member of the local lodge of Elks.

HARRY CARGILL HAMPTON

WHEN the "Hottentots" are winning, a smile plays on the face of Mr. Hampton and he has been known to stick by the team pretty well even when a losing streak is encountered. But there remains one great privilege to the fan, he is entitled to "knock" or "boost" just as he pleases. If there were no base ball games of the professional kind in Terre Haute, it is safe to say that Mr. Hampton would lend his presence to any cross-lot contest that might be in progress, either in Fasigville or West Terre Haute. He would do this because he likes the game and considers base ball about the greatest sport ever invented.

Mr. Hampton was born in Bob Taylor's state, "Sunny Tennessee," in the old river town of Memphis, in 1867. His father, Henry Hampton, was one of the proprietors of the "Appeal-Avalanche" in its early days and the son had a narrow escape from becoming a newspaper man. Mr. Hampton, Sr., moved to California when Harry was quite young, having charge of extensive properties belonging to Ben Holladay, a well known character in the boom days of the Pacific coast towns. After living in the west for several years, Mr. Hampton returned to the east and located in New York. He later attended school at Washington, D. C. After his school days in Washington Mr. Hampton went to Memphis, where he was engaged two years in the cotton business with an uncle. He returned to New York and was in the publishing offices of Frank A. Munsey, being business manager of the Daily Continental which was published a short time by Mr. Munsey.

Twelve years ago Mr. Hampton came to Terre Haute and began his work with the Vandalia system. He was appointed assistant treasurer when Mr. Thompson was elected to the position of treasurer. Mr. Hampton has a wide circle of friends and is deservedly popular. He is a member of the Elks lodge, No. 86.

DAVID B. STEEG

IF you intend to go to New York or some other eastern point just ask Mr. Steeg what train on the Vandalia is the best one for your trip. He will reply immediately that No. 26 is about the greatest train that the Vandalia system ever put on the road. Mr. Steeg is the traveling passenger agent for the Vandalia and knows what he is talking about. You will note in the picture that No. 26 is carrying somewhat of a load, yet making enough headway to cause the passenger on top to retain a firm hold.

Mr. Steeg has been in the railroad business practically all of his life, learning telegraphy at Limedale Junction. The station was but a short distance from his home and the click of the telegraph instrument was music to his ears, even when he was a small boy loitering about the station platform. He held his first position at the junction depot as an operator and was promoted to be agent at that station in 1894. Mr. Steeg attended strictly to his business and when the officials wanted a man to represent them in this territory they selected the agent at Limedale Junction. Mr. Steeg's territory is from Indianapolis to St. Louis and all lines tributary. He has some very keen competition, but evidently the Vandalia is getting its share of business. Train No. 26, as well as the other excellent trains on the system, is "boosted" pretty hard by Mr. Steeg.

Limedale, in Putnam county, is the birthplace of Mr. Steeg. He attended school there and at Greencastle. He is a thorough Terre Hautean now and is a member of the Young Business Men's club and Euclid lodge of the Masons.

ROBERT BELL THOMPSON

THERE is no chance for any one else to get into the sack while Mr. Thompson occupies his present position as treasurer for the Vandalia railroad. A Scotchman knows his duty and generally performs it well. The treasury of any institution is pretty well respected and it furnishes an incentive to work that is simply wonderful. When the bill is O. K. Mr. Thompson pays it. It is from this big sack that Paymaster Crawford gets his money, and later it finds the way into channels of trade that greatly benefits Terre Haute.

Abroath, Scotland, is the birthplace of Mr. Thompson, and he lived there until he was eight years of age. Then he moved to the smoke-begrimmed and foggy town of London, where he remained two years longer. It was then that his parents learned of Terre Haute through an old friend who had already settled down on the banks of the Wabash. The Thompsons decided to come to Indiana. Upon Mr. Thompson's arrival he proceeded to get rid of his broad accent by going to school. He left the high school before completing the full course and accepted his first position in an insurance office where he acted as collector and wrote policies. He received his hardest bumps in the capacity of collector. He dates his term of service with the old reliable Vandalia from 1881 when he began work in the local freight office. He spent seven years in this department and was then one year in the auditor's office. In 1889 he became clerk in the office of Treasurer J. W. Cruft. When Mr. Cruft resigned in 1893 Mr. Thompson was elected to succeed him.

ERNEST H. LAYMAN

THERE is no doubt that tuberculosis, diphtheria, erysipelas, fevers of various kinds, septicæmia, smallpox and other diseases of human kind, along with cow-pox, sheep-pox, glanders, etc., are caused by the entrance of germs into the system. As a member of the board of health we have Dr. Layman here armed with a formaldehyde syringe, scattering the little fellows that cause the ills of humanity. They must flee before the presence of the disinfectant or die in their tracks. The local board of health has never wasted any time in discussing the origin of the minute organisms and have agreed very harmoniously on the vaccination idea.

Dr. Layman was born in the state where every one insists on being shown—Missouri. The "show me" custom was so distasteful to the doctor that he came to Indiana when he was three years of age. In Indiana it is different. Every one "sees" here. After three years in the high school Dr. Layman went to Franklin college where he spent three years preparing for his medical education. He entered the Hahnemann Medical College of Chicago in 1895, graduating in 1899. Knowing of no better place than Terre Haute in which to locate the doctor began the practice of his profession here. He became a member of the board of health in 1904, under the administration of Mayor Bidaman.

Doctor Layman is a member of the Elks and the Knights of Pythias, and is identified with the local and state medical societies.

J. HARRY MILLER

J. HARRY MILLER appears here in a garb that is very familiar to the polo fan. As a goal tender he was unquestionably one of the best in the city amateur league during the first two seasons that the game was seen in Terre Haute. He admits this himself, and he ought to know. It is no snap to tend goal in the modern game of roller polo. It is the fastest indoor sport on earth and can be rougher than a foot ball game when the referee isn't looking. It oftimes becomes the painful duty of the goal tender to throw his crooked stick in front of a rusher that is dangerously near the cage, and by keeping the stick swinging in a threatening manner constantly to intimidate any opposing player who is playing solitaire with the ball at the rear of the cage. A real dyed-in-the-wool polo fan will pawn his shoes at any time to see the game.

But this is only a side issue of Harry's. He has other more important affairs. Besides rigging himself up in a goal tender's suit he is kept busy as a member of the tailoring firm of Millers in rigging up other men in suits of serge, flannels, worsteds and other more expensive cloths. He is associated with his brother, Charles A. Miller, in the tailoring business, their stores being established in the Grand Opera House block and at No. 813 Wabash avenue.

Mr. Miller was born on February 29th—note the date—in 1880, a leap year. He attended the local schools and spent three years at Culver Military Academy. He has always been a lover of athletics which accounts for the interest he has taken in polo. Just as soon as he was out of school he went into the tailoring line. He is an Elk and a member of the Uniform Rank of the Knights of Pythias, Company No. 3.

THOMAS GIBSON BEGGS

AUTOMOBILENSIS has a firm grip on a number of Terre Hauteans and no one has suffered a more severe attack than has Mr. Beggs. He is not looking for a cure, because he enjoy autoing too well to give up the pleasure. In fact, he has a hopeless case. When made up for one of his long distance trips Mr. Beggs strongly resembles a deep sea diver. He has made several remarkably quick trips to Clinton, the sign board indicating that he is bound for the mining city now. With his Peerless car carrying five passengers, Mr. Beggs made the run from Clinton to Terre Haute in thirty minutes last summer. The record, however, was smashed shortly afterwards by Herman Hulman, five minutes being clipped off the time. Mr. Hulman's car was completely stripped for the trial, which gave him a considerable advantage.

Mr. Beggs is a Hoosier by birth, his voice first being heard by the people of the thriving village of Laurel, near Connersville. He moved from Laurel to Shelbyville, the stronghold of Indiana democracy, at nine years of age. He attended college at Lebanon, Ohio, and upon finishing his course came to Terre Haute shortly afterwards, in 1891. Mr. Beggs' father had been engaged in the distilling business and it was natural that the son should adopt a business which has been closely associated with the family name for so many years.

Mr. Beggs is superintendent of the Commercial Distillery, the largest independent concern of its kind in the country. He has a thorough and practical knowledge of the art of distilling and has been very successful. Mr. Beggs is an Elk and one of the best known young men in the city.

J. WYVILLE BALLANTINE

MR BALLANTINE is not saying anything but at the same time he is giving expression to thought. If architecture is as closely related to language as they say the art is, then we percieve why he is holding to view the drawing of such a beautiful home. It must appeal to us from an æsthetic point of view and Mr. Ballantine has merely created something that indicates along what line his brain is working. We like the house first rate and wouldn't mind owning one like it. It is Mr. Ballantine's business to design homes of this kind, and thus make Terre Haute more beautiful and impressive.

Mr. Ballantine is of Scotch parentage, as the name indicates. He was born in Ludlow, Kentucky, in 1871. While yet a baby of three months he accompanied his parents to Scotland, living there and on the continent a period of four years. He induced his parents to move to Pittsburg in 1875 and lived there several years, afterwards locating in Chicago. He attended the Art Institute in the Windy City with a view to becoming an architect and made rapid headway. For five years he was with one of the biggest architectural firms in the city and superintended a number of large jobs. He was sent to Terre Haute to oversee the construction of a mammoth plant three years ago. It was then that he decided to remain. He is progressive in his line of work and aggressive too, which accounts for the reputation he has already achieved. Mr. Ballantine has his offices in the Grand Opera house, where he originates and designs homes, office buildings, churches, theatres and schools. He is a believer in Terre Haute's future and is identified with the Young Business Men's Club and the Commercial Club.

JOHN L. CRAWFORD

IN this sketch we have a very good likeness of John L. Crawford, who has been more or less identified with the coal business in Terre Haute and vicinity all of his life. The block of coal upon which Mr. Crawford is seated is the largest single piece of coal ever mined in the Brazil block fields. It is a little bit too large for an ordinary grate but when broken up into smaller pieces makes a very excellent steaming coal. Mr. Crawford not only has coal to burn but coal to sell. There is more money in selling than in burning it, as every one knows who has paid a coal bill.

Mr. Crawford is president of the Crawford Coal Company and a director of the Indiana Coal Company, which does mining on an extensive scale in the Clay county fields. He is also president and treasurer of the Home Coal Company, which operates in Vigo county. In addition to having extensive interests in the coal business, Mr. Crawford is a director in three of the city's best financial institutions, the Terre Haute National bank, the First National bank and the United States Trust Company.

Mr. Crawford graduated from the Sheffield Scientific school of Yale college in 1896. He returned to Terre Haute and went into business with his father, Mr. A. J. Crawford, who for years was one of Terre Haute's best known business men. Mr. Crawford, Sr., was a pioneer in the rolling mill business in Terre Haute, first operating the Vigo Iron plant, then the Wabash Iron mill and later bought the old south mill. The last two plants were absorbed by the Republic Iron and Steel Company in 1899 and Mr. Crawford, Jr., acted as manager of these mills until July, 1903, when they were abandoned. It was then that he became more fully identified with the coal business.

Mr. Crawford is an Elk, a member of the Masonic orders and the Tammany tribe of the Red Men. He is a dyed-in-the-wool base ball fan. As a member of the Country Club he enjoys golf pretty well but gives base ball the preference.

BEN TEMPLE WEBSTER

WHILE leaning on the New York Life, Mr. Webster might give you a few good reasons why. He is thoroughly conversant with the subject. In fact, life insurance is Mr. Webster's hobby. It is one hobby he rides a great deal, but it will stand without hitching. In a day and age when poeple think for themselves on matters of life and death, the insurance question is one that is always timely. He would have you lean on the New York Life just as he does. When it comes to deciding, he would have you "Do it now."

Mr. Webster did not go into the life insurance business because he had nothing else to do. In fact he was trained for the legal profession. He believes that the insurance business is about the most important of all. By carefully studying it from the ground floor to the roof garden he has made a success of it and has been honored with a responsible position by his company in Terre Haute, being agency director and having charge of western Indiana.

Mr. Webster was born in Fredonia, New York, a pretty little city of the Empire state, in which one of the normal schools is located. Mr. Webster finished the graded schools and for a time was a student in the normal school. He had his eye on the legal profession and entered the law department of Georgetown University at Washington, D. C., where he graduated. Upon the completion of his legal course he entered the employ of the New York Life Insurance Company. Mr. Webster represented his company in Peoria, Illinois, for nearly seven years, three years being spent as district manager. He became agency director in Terre Haute in 1904. The company with its many different forms of policies and substantial foundation has met with favor here. Offices are maintained in the Rose Dispensary building.

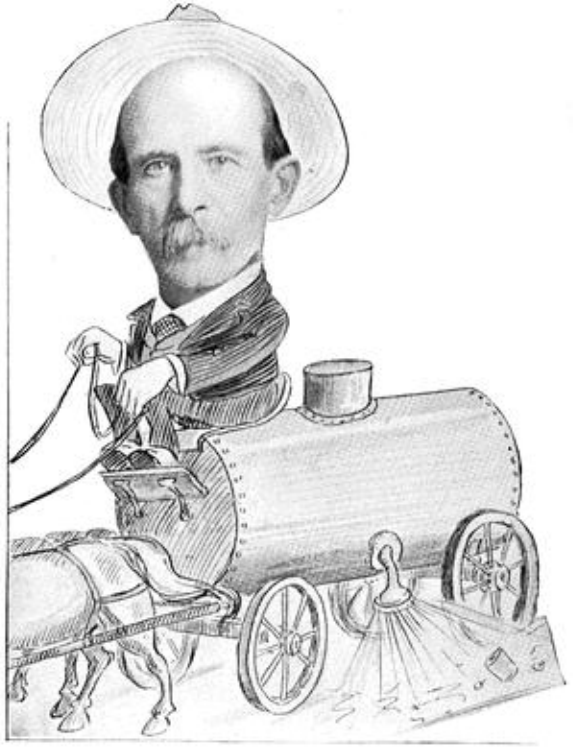
Mr. Webster believes the New York Life is the biggest company in every way and has good proof and argument with which to back up his belief.

AMAZIAH W. VAUGHAN

NEWCASTLE on the Tyne, England, is the birthplace of one Terre Haute public official, Amaziah W. Vaughan, a member of the board of public works. All the world knows that England produces men who know how to govern and who regard a public position as one of public trust. This may account for the conscientious manner in which Mr. Vaughan discharges his duties, whether as a member of the city council or in his present responsible position.

For the first time in many years the streets are presenting a cleanly appearance. For this we must thank Mr. Vaughan and his colleagues who recently brought about the change by purchasing some modern street flushers. Mr. Vaughan was so much in earnest about the streets being cleaner that a photograph has been taken of him as he is driving one of the new flushers.

When four years of age Mr. Vaughan's parents moved to this country, locating at Pittsburg. He attended school in the Smoky City for a time, until his parents moved farther west, to Canton, Illinois. For two years Mr. Vaughan studied medicine in Canton, but finally deciding that a business calling would suit him better engaged in the retail tobacco trade. Later he went to West Virginia where he learned the nail manufacturing business. He came to Terre Haute in 1877 and was assistant superintendent of the old nail mill here for four years. He remained with the Crawfords in the iron business holding the position of roll turner and has been in that trade more or less for a number of years. Mr. Vaughan has been given a thorough trial by the people in the city council and has not been found wanting. He represented the Third ward as republican councilman for four years and served another term of two years as councilman-at-large. He was elected again for a two-years term and resigned his seat in the council to accept a place tendered on the board of safety by Mayor Bidaman. Mr. Vaughan is a Mason and also belongs to the Ancient Order of United Workmen.



GEORGE C. ROSSELL

WHAT is more necessary than light, and what is more useful than a wheel? When it comes to the selection of the best light-making apparatus, the Lindsay, according to Mr. Rossell, is incomparable. If there is a better wheel than the Iver-Johnson Mr. Rossell has yet to hear of it. On either of these subjects Mr. Rossell is decidedly interesting. We have caught him explaining the merits of the wheel, the light being used to illuminate the subject thoroughly.

Mr. Rossell is one of our best German-American citizens. Dresden is his native city and he left there when he was fifteen years of age to try his fortune in America. As a boy he learned the trade of carriage ornamenter, and worked at this business for a year, at Philadelphia. Very few people know it, but George was a sailor before the mast and a good one, too. The fact that he worked his way up from the mast to second mate on a sailing vessel plying between the West Indies and Prince Edward Islands, proves it. After three years on the briny deep, Mr. Rossell landed one day at Norfolk, a sick man. When he recovered at the hospital he decided to become a land lubber, and made straight for Terre Haute. This was in 1887. First he was a traveling salesman and then he embarked in the mercantile business on Wabash avenue in 1889. He entered into the bicycle business in 1897 and is one of the veteran wheelmen of the city.

Mr. Rossell has always been an active republican. His acquaintance over the city is extensive. He is a member of the following orders: Knights of Pythias, Uniform Rank, Co. No. 3; the Masons, the United Commercial Travelers and the Travelers Protective Association. For one year he was president of the Wabash Cycling Club. He is a lover of things military and is Major of the Indiana Brigade of the Knights of Pythias. Mr. Rossell's greatest hobby is his home.

HARRY S. WALLACE

MR. WALLACE is undoubtedly filled with his subject. He is decidedly emphatic. Lawyers have a way of driving the point home. It requires more than mere oratorical power to convince a jury. Muscle is often needed and physical courage of a rare kind is sometimes exhibited in the court room. Mr. Wallace is a democrat and doesn't care who knows it. Perhaps this is what he is driving at.

Mr. Wallace graduated from the farm, field and fireside when he was about twenty-one years of age. This was down in Sullivan county, near Shelburn. He passed through the common schools and went to Valparaiso Normal school, where he entered the law department, graduating in 1893, after wrestling for three years with Blackstone, Cooley, et al. He came back to Terre Haute and opened a law office. Previous to that time he had never spent a single day in any law office. Just to enlarge his acquaintance somewhat he ran for office, seeking the nomination for prosecutor on the democratic ticket in 1898. He was defeated, but not discouraged. He was deputy in the office under Prosecuting Attorney Fred Beal for four years, and in 1902 made the race again. He procured the nomination and was elected. There was considerable heavy criminal business during Mr. Wallace's term of office and he discharged his duties in an able manner. He lost but two felony cases during the entire term. All men brought into court on serious charges were convicted.

Mr. Wallace has but little time to indulge in recreation and has no pronounced hobbies. When he is not so very busy you will generally find him perusing a law book or other reading of a similar kind. He is an Odd Fellow, a Mason and a Modern Woodman.

CHARLES A. MILLER

BUFFON made himself famous by declaring "Style is the man." If Buffon had been living in this strenuous day and age he probably would have changed his mind. No man has such grace of form, gaiety of spirit and love of the beautiful that he can afford to ignore the tailor. Mr. Miller will tell you that clothes have much to do with the style of the man and that it is really the style of the clothes that makes him good looking. To be frank about it, the tailor is ignored most when his bills are due. Conceding that men like to be as well dressed as women, the question now arises, Who's your tailor?

Mr. Miller is seen here displaying a piece of goods that will make up very well. By his long experience in tailoring, Mr. Miller is able to give you some good advice on the subject, and fit you out very well, making you as well dressed as any man you may meet. The Miller name has been associated with the clothing and tailoring business in Terre Haute a good many years. No sooner had Mr. Miller left the high school than he entered the store of his father, Mr. J. T. H. Miller. Mr. Miller and his brother, J. Harry Miller, became owners and partners in the present business in 1904. A branch establishment is conducted on Wabash avenue near Eighth street and is in charge of Harry Miller. Medium and high grade tailoring is the specialty of the firm and they cater to a large number of the best known men in the city

Mr. Miller is an Elk, a Mason and a member of Uniform Rank, Company No. 3. He enjoys base ball and is a lover of music.

CHARLES A. KELLEY

ANY man who travels on an average of four thousand miles a month is obliged to do some tall hustling at times to catch trains. Mr. Kelley is seen here capturing the rear end of a vestibule for a trip into Michigan. Before the week is over it is likely that he will have visited Grand Rapids, Big Rapids, Lansing, Gladstone and Red Jacket. In the winter time he has been in the upper Peninsula when the snow was just a little less than eight feet in depth. While adjusting fire losses, he is supposed to call on a few agents of the St. Paul Fire Insurance Company and has little difficulty in keeping himself busy. He even sleeps and eats while traveling and is seldom guilty of eating his meals at home.

Mr. Kelley came from Sullivan county to Terre Haute when he was seven years of age. He attended the high school for a time and then got busy. One of his first positions was with A. Herz & Company, where he was employed as a bookkeeper. Twenty-three years ago he entered into the fire insurance business, first being associated with B. F. Havens. Then he went into business for himself. For several years his partner was Nathaniel Allen, one of the best known of the older residents of Terre Haute. Five years ago Fred Wagner became a partner of Mr. Kelley. Nine fire insurance companies are repsesented by the firm and a large casualty business is also transacted. Mr. Kelley, as special agent and adjuster for the St. Paul Company, of St Paul, is out of the city most of the time, being in charge of two states, Michigan and Indiana. He covers a vast amount of territory in a year in making his rounds of agents and in adjusting losses.

Mr. Kelley is a Mason, an Elk, a member of the Knights of Pythias and is identified with the Young Business Men's Club and the Commercial Club. In politics he is a republican but has never sought an office of any kind.

WALTER G. ELY

IF you should ask Walter G. Ely, treasurer and general manager of the Highland Iron and Steel Company, what interests him most outside of the steel business, he would probably tell you that politics has a powerful fascination for him. Mr. Ely has been a successful politician. He was trained in a great school—the Ohio school. Politics came very near to spoiling a good iron and steel manufacturer. We do not mean to say that Mr. Ely was contaminated by his career in politics—on the other hand, he gained valuable experience and was recognized by the republican forces of northwestern Ohio by being chosen to several good positions.

Mr. Ely was born on a farm west of Toledo, in September, 1861. He received his education at Rasin Valley Seminary, Adrian, Michigan, and at the Ada Normal University. At the latter school he was graduated from the engineering department. However, he did not follow his profession immediately, for he became interested in politics and was deputy county auditor of Lucas county from 1883 until 1889. From 1889 to 1892 he was cashier in the Tenth district internal revenue office. He was closely associated with Congressman Southard in several notable political battles of the republican party in northwestern Ohio.

In 1892 Mr. Ely organized the Marion Steel and Iron Company, the plant being erected at Marion, Indiana. He was a resident of Marion for nine years. He was the principal organizer of the Highland Iron and Steel Company and came to this city in 1901. Mr. Ely resides in a beautiful country home east of the city and takes considerable interest in farming on a small scale. He is a great lover of home and is an admirer of good horseflesh.

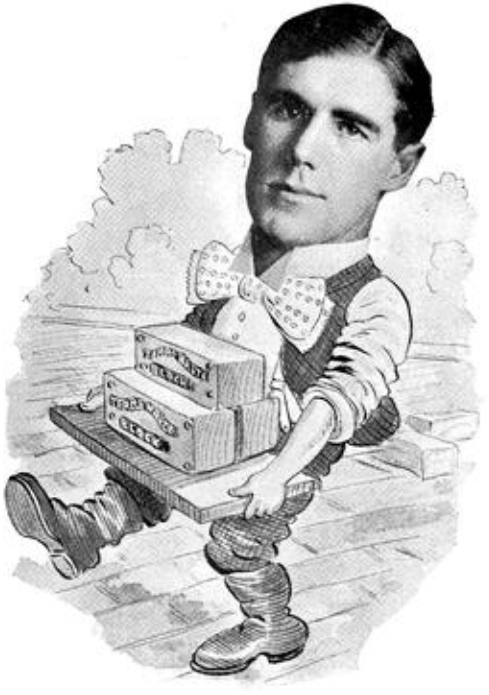
He is a thirty-second degree Mason and a Shriner and is identified with the Commercial Club and the manufacturers' organization.

D. RUSS WOOD

IT is rarely ever that you see an ex-newspaper man working as hard as Mr. Wood is depicted working here. He is assisting in laying a few paving blocks that are manufactured by the Terre Haute Vitrified Brick Company. Mr. Wood is vice-president and treasurer of the company and naturally is interested in seeing that the work is well done.

Mr. Wood left Montreal, Canada, where he was born in 1876, at the tender age of five years. He was taken along by his parents to the wild and untamed west, locating in Colorado Springs, Colorado, which was soon populated by millionaires and "lungers" after his arrival. The young man had a natural inclination toward the newspaper business. Mr. Wood and his brother had the distinction of being the youngest editors in the world at one time, being the publishers of the "Edgewood Sun," at Colorado Springs, which had a circulation all over the world because of the extreme youthfulness of the editors. For several years Mr. Wood was identified with the newspaper profession, editing a mining weekly at Gilette, and later being connected with the editorial department of Colorado Springs newspapers. While in Colorado Mr. Wood achieved considerable renown as an athlete. He held records in running and other athletic events. In 1898 he came to Terre Haute and entered the engineering department of the Vandalia. Mr. Wood left the railroad about the time he was promoted to the position of assistant ticket agent at St. Louis. After a brief stay in the west he returned to Terre Haute and became identified with the Terre Haute Vitrified Brick Company.

Mr. Wood is a member of the local lodge of Elks and the Young Business Men's club. Because of his athletic achievements he was made an honorary member of the Denver Athletic Club.



WILLIAM W. RAY

FROM telegraph operator to coal operator was the step taken by William W. Ray when he quit the railroad business. However, there is a big difference between operating the telegraph key and a half dozen coal mines. Mr. Ray has been successful in doing both of these things. This is a very good likeness of Mr. Ray, and the shafts in the background give a hint of the industry that has done more than anything else to make Terre Haute "The Pittsburg of the West."

Mr. Ray was born at Cambridge City, Indiana, and began to learn telegraphy in the office of the Pennsylvania lines in that city. He held his first position on the Richmond division of the road and in 1880 accepted a position with the Vandalia company at St. Louis. The following year he came to Terre Haute and became a dispatcher in the offices of the company. He was chief dispatcher from 1894 to 1900. Then he switched into the commercial world, first organizing the Seelyville Coal and Mine Company, being president of that concern. He is president of fifteen companies which are engaged in the mining of coal, jobbing, and retail business. Eight mines are owned by these companies and they have a total output of nearly seven thousand tons a day. Numerous large railroad contracts have been entered into and the volume of business amounts to about one million and a half dollars a year. The sum of $60,000 is paid out each month for labor alone. Fifteen hundred men are given employment in the immediate locality of Terre Haute.

It can be truthfully said that Mr. Ray's greatest hobby is his business and he enjoys himself best when he is engaged in looking after the affairs of the numerous companies. He is a Knight Templar.

FRANK B. MILLER

MR. MILLER is said to have made the remark once that electricity is no joke, even if a lot of folks do make light of it.

Frank is an electrician. He has been that way for a number of years and will probably never get over it. He has helped to brighten as many homes and business houses in this community as any man could possibly do. Just as likely as not you were pushing one of Frank's electric bells when you made that call last eveinng; it is more than likely that the lights in the home were fixed there by him.

Mr. Miller was born in Terre Haute in 1864 and isn't ashamed to admit it. He always had an ambition to learn something about electricity and has fitted himself especially for this line of work. He was a student in the electrical engineering department of the Rose Polytechnic for three and one-half years and studied electrical engineering two years at the Kansas State University. Upon the completion of his schooling he was associated with J. G. White of the Western Electrical Construction Company. Next he was employed by the Edison Company, of Denver, Colorado, and was in that city three years. He was kept busy installing lighting plants in different parts of the west and had a hand in the building of the first overhead wire work for the Denver Street Railway Company.

Mr. Miller went into business for himself in Terre Haute in 1894 and has wired more large buildings than any other electrician in the city. The Root building, the Hulman building and Davis apartment house are some of the structures that he has fitted up. Mr. Miller is an Elk and jolly good company. His greatest hobby a few years ago was canoeing. He has made the trip by water in a canoe several times from Lake Maxinkuckee, taking the Tippecanoe and Wabash rivers for his route.

ALGERNON NICHOLAS SMITH

MR. SMITH is not a professional golfer. He hasn't fractured any of the Country Club championship records. He's like the true sportsman who is willing to fish all day long and come home weary, but satisfied even if he hasn't had a bite. He plays golf because he likes it and because a man who is confined within doors during the greater part of the day must have a great deal of out-of-door exercise, if he desires to remain long as a happy resident of this earth.

William Shakespeare and Mr. Smith were born on the same day—April 23. Mr. Smith first saw the glimmer of day in Vincennes in 1856. It seems that he realized very early that Terre Haute was destined to be the biggest town on the Wabash river, as he came here when he was six weeks old. After leaving the high school he went into the hardware business with his father, C. C. Smith, who was then associated with Mr. James P. Townley. In 1879 Mr. Townley sold his interests and Mr. Smith, Jr., became a member of the firm. In 1893 he organized the C. C. Smith's Sons Company and is now sole owner and manager of one of the largest hardware stores in this part of the state. A retail and wholesale business is done in light and heavy hardware, and an extensive line of agricultural implements is carried. Mr. Smith has given considerable attention to gasoline engines and as a consequence a number of makes of these engines are sold at the Smith store.

Aside from his recreation at the Country Club Mr. Smith devotes practically all of his time to the business. He is just as apt to be found selling a corn planter as a pocket knife, and knows salesmanship thoroughly. He is a Scottish Rite Mason, a Shriner and a Knight Templar; a member of the Country Club, of the Commercial Club and of the Columbia Club of Indianapolis.

JACOB R. FINKELSTEIN

THERE are too many Americans who toil not, neither do they spin. They would be willing for some one to hand them a good thing, but would object to steering a large pair of steel gray mules from day to day, or engaging in any labor that would produce a real good sweat. Perspiration and prosperity go hand in hand. This, Mr. Finkelstein has found out. Mr. Finkelstein is a "wrecker" at times. We have him photographed here holding a ten-ton boiler with comparative ease. The results of his labor are seen scattered about in every direction. He is willing to toil that he may spin, and enjoys a spin quite often in his automobile.

Mr. Finkelstein is a native of Creston, Iowa, and arrived on Christmas day in 1879. This was rather a convenient arrangement as he never has to lose any time celebrating his birthday. After one year in Iowa, tiring of the dull monotony of the landscape, he moved with his parents to Brazil. This has been about the only mistake Mr. Finkelstein has been guilty of. He never realized that it was time to move until 1900 when he came to Terre Haute and entered into the second-hand machinery business. He is secretary and general manager of the A. Greenberg Iron and Rail Company. Some very large contracts have been entered into by the firm and their business amounts to thousands of dollars annually. At present, the company is supplying the Southern Indiana Railroad Company with steel culverts for its two new divisions running to Chicago and Indianapolis. The company deals in new and second-hand machinery of every description, handling pumps, engines, boilers, shafting, pulleys, belting, etc.

Mr. Finkelstein is a Mason, a member of the Commercial Club, the Phoenix Club and the Marion and Columbia Clubs of Indianapolis.

WILLARD A. CALDWELL

WATER bills are as certain as death. Hence the "owed" to "Bill." When all is said, the water works company furnishes a very healthful commodity, and comparatively few people object to giving Mr. Caldwell their money in exchange for this great necessity. There is some satisfaction in paying your money to a cheerful person, and Mr. Caldwell possesses this great virtue. After getting a receipt from him you feel like paying the bill right over again.

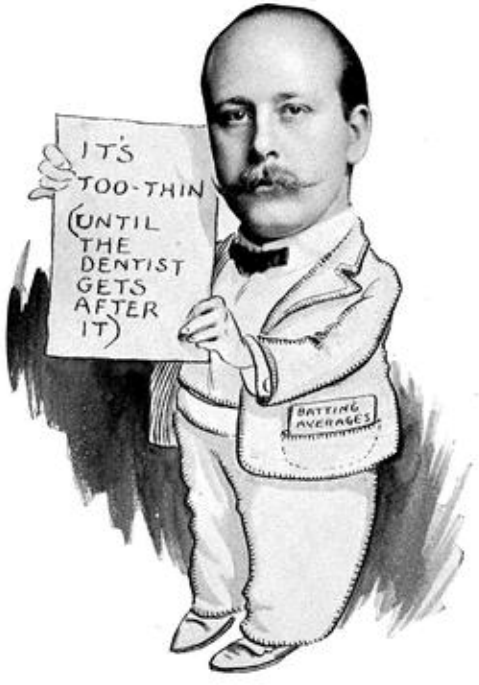
The secretary of the Terre Haute Water Works Company is a Hoosier and proud of it. He was born at Lebanon, Boone county, in 1871. He began his business career as a shorthand reporter but found the life too strenuous and began looking for something that would afford him greater variety. He accepted a position in 1893 with a prominent firm of contractors engaged in executing a big part of the work on the Chicago drainage canal. He held a position that gave him a splendid prestige, that of paymaster. He was always welcome, especially on pay days. Part of the time during the building of the big ditch he was in the office and also had charge of the operating department. In January, 1900, he severed his connection with the contracting firm and came to Terre Haute as secretary of the local water company. He is still serving in this capacity and has made a large number of friends as a consequence of coming in contact with so many people.

JOHN C. VAUGHAN

MR. VAUGHAN is a foe to old age and insomnia. He is just as willing to pull a tooth as to replace a new one in your jaw. He is equipped for either emergency. If you have too much nerve, he will destroy it, but as a rule there is an apparent lack of nerve indicated by the man who has lain awake for six nights suffering with the toothache. He will go to the dentist when some friend agrees to go with him and usually experiences more suffering in the anticipation of the operation than when it is actually performed.

If Dr. Vaughan could have had his own way about it he would have preferred to call Terre Haute his birthplace. He came to light in Pomeroy, Ohio, the town that is built for seven miles along the bluffs of the Ohio. He hastened from Pomeroy just as soon as he was able to travel and came to Terre Haute. He has been here practically all of his life. His ambition to become a dentist cropped out very early and he secured a position in the office of Dr. W. R. Mail. He ran errands and polished plates until he was entrusted with more important things and entered the Indiana Dental College at Indianapolis in 1893, graduating in 1896. Upon his return home he was associated with Dr. Mail four years longer and then opened an office for himself. Dr. Vaughan has formed a partnership with Dr. Mail again and will assist in taking care of a large practice.

The doctor's greatest hobby is football. He gladly would miss a meal to see a first class game. He is a member of the Knights of Pythias, Uniform Rank Company No. 3, and of the Foresters.



W. ROBERT PAIGE

IN order not to confuse Mr. Paige with the man who "engineers" a prize fight or promotes a clever political deal, we will begin by stating that he is a civil engineer. There is perhaps no older and more useful profession, and really no one knows who was the first great engineer. Ancient Rome claims the attention of the engineering student because its theatres, temples, aqueducts, brigdes, roads and drainiage-works were as good as those of modern times. Now the modern civil engineer is giving his attention to interurban railways, telephone and telegraph lines, and a dozen and one things that the old Romans never dreamed of, though we admit they were smart folks. There is evidently no termination to the usefulness and necessity of the engineering profession.

Mr. Paige had engineering in view from the time he was a small boy. He spent three years in the high school and then attended our own Polytechnic, graduating from the splendid institution in 1891. His first engineering and surveying was done at Evansvillle where he remained several months. Returning to Terre Haute, Mr. Paige was in the employ of the city in the engineering department for several years. He was elected county surveyor in 1900, serving four years, part of that time acting also as county engineer. When Terre Haute decided on a belt sewer, the biggest piece of sanitary work ever performed here, Mr. Paige was the man in charge of the construction.

In 1904 Mr. Paige was the chief engineer for a company in Mississippi that built forty-five miles of interurban railway. He was very successful in carrying on this work and as a consequence feels rather pround of his part of the job in connecting the cities of Vicksburg and Jackson

The first of the year, on his return to Terre Haute, Mr. Paige opened his offices in the new Arcade building.

CHARLES J. KINTZ

AS an art, building is of vast antiquity, and has assumed different forms, according to the necessities of mankind and the material available. Here is a contractor who is acting as his own builder just for a minute. To insure that his plans will be carried out, and having some professional pride in the job, Mr. Kintz is demonstrating his abitily to build as well as to contract. The business of contracting, however, is to be preferred, as it is much lighter work. Barring the interference of a walking delegate, Mr. Kintz looks as though he would be able to complete his task in good style.

While yet a small boy, Mr. Kintz would take nails from his father's workshop and drive them in all kinds of imaginable places. This indicated to some extent his inclination, and his father, P. C. Kintz, having been in the contracting business, gave the son a chance to learn more about nail driving when he was sixteen years of age. From that time on Mr. Kintz has been keeping busy in his profession. He is enthusiastic for the growth of Terre Haute and his pleasure is heightened every time that he completes a nice modern residence or a store building.

Mr. Kintz is secretary and manager of the Vigo Lumber Company which was recently organized and with special facilities is able to carry out contracts and orders promptly. As a member of the Elks lodge, the Young Men's Institute and the Knights of Columbus, Mr. Kintz has a wide acquaintance. He is a baseball and polo fan and enjoys outdoor sports very much.

CHAPMAN J. ROOT

NATURALLY every man is interested more deeply in the particular line of business that he is engaged in than anything else. While Mr. Root is displaying some of the ware from his plant in the south part of the city, the difference in sizes convey some idea of how the plant has grown since it was established in the fertile industrial soil of Terre Haute. The glass industry has grown to big proportions here, and Mr. Root is one of the men who has helped matters along.

If you ever travel in the northeast part of Pennsylvania, especially in Wayne county, you are likely to hear of the Root family. They took a pretty firm hold on the soil in that part of the country and for a number of years were engaged in the lumbering business, helping to make that heavily wooded part of the country habitable. Mr. Root was born at Homesdale, but left there to accompany his parents to Portage county, Ohio, when he was three years of age. He located at Ravenna, and after leaving school started to learn the machinist trade in his father's shop but shortly afterwards went into the glass business. He first engaged in the manufacturing business at Ravenna. Then Mr. Root assisted in organizing the Cream City Glass Company at Milwaukee, being manager of the plant. Mr. Root came to Terre Haute in 1900. He organized the Root Glass Company in 1901. As president of the company he has been instrumental in tripling the capacity of the factory, three furnaces now being in operation giving employment in all, to over six hundred persons. The product of the local plant goes to all parts of the country, Cuba and Mexico.

Beer and soda bottles are made exclusively and Terre Haute is being well advertised by at least one industry—the Root factory.

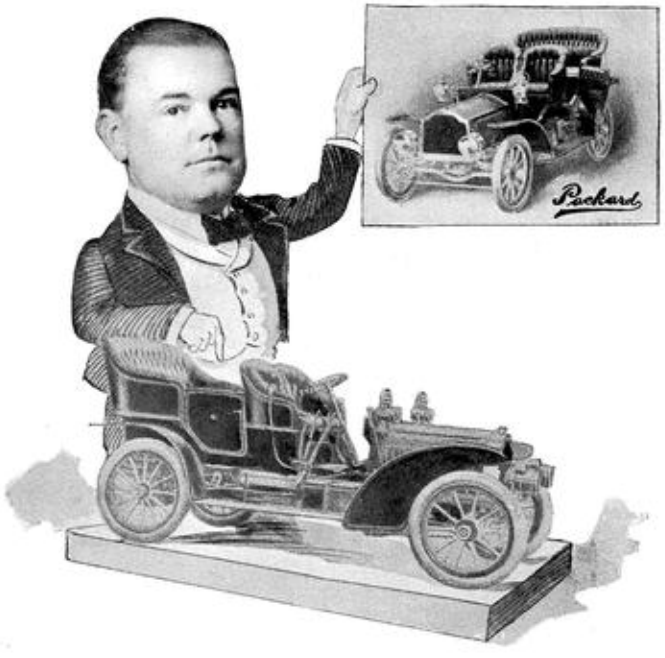
ALBERT D. PENDLETON

IT is a well-established fact that railroads cannot depend on the passenger traffic alone to keep things moving.

It is really the freight that's moving which counts for a great deal when it comes to meeting operating expenses. To get the freight requires the services of several very good hustlers, and Mr. Pendleton belongs to this class. He is the division freight agent in charge of the main line, Peoira and Vincennes divisions of the Vandalia system. We have caught him at the Vandalia station in Illinois. From this town the Vandalia railroad got its name. It is very likely that the depot agent at this point has just received some instructions regarding freight and rates. In a few hours Mr. Pendleton may be chatting with the agent at Effingham. There are "softer" jobs than being a division freight agent, but like all other men who have grown up in the railroad business, Mr. Pendleton likes the life.

Mr. Pendleton is a Maine man. He was born in that state in the little town of Yarmouth, where so many fish stories used to be manufactured and sent out to the "land lubbers." When he came to the great middle west he located at Indianapolis. As a boy he became a messenger in the service of several railroads at Indianapolis. His first position was with the Vandalia in the freight department. He was promoted through the different departments until he became division freight agent at Indianapolis. Two years ago Terre Haute was made his headquarters.

In the short time that he has been here Mr. Pendleton has procured a wide acquaintance among the shippers and other business men. He is a Scottish Rite Mason and a Shriner and also belongs to the order of "Hoo-Hoos." He is a lover of the light harness horse and enjoys fishing and hunting, but as a division freight agent is usually a very busy man. He has little time in which to indulge in his hobbies.



JOHN S. COX

TERRE HAUTE was never content to occupy a back seat and has always objected to trailing at the rear of the procession. We have had the best races, the fastest horses, the biggest distilleries, the most eloquent preachers, and the most distinguished politicians and statesmen in our midst. A few years ago there were but three automobiles in the town. Now we have over sixty, which is a better showing than almost any other city of Terre Haute's size in the country can make. Mr. Cox is one of the men mainly responsible for such a condition of affairs in the automobile line. He owned one of the first machines and has been inducing other people to own them for the past three years.

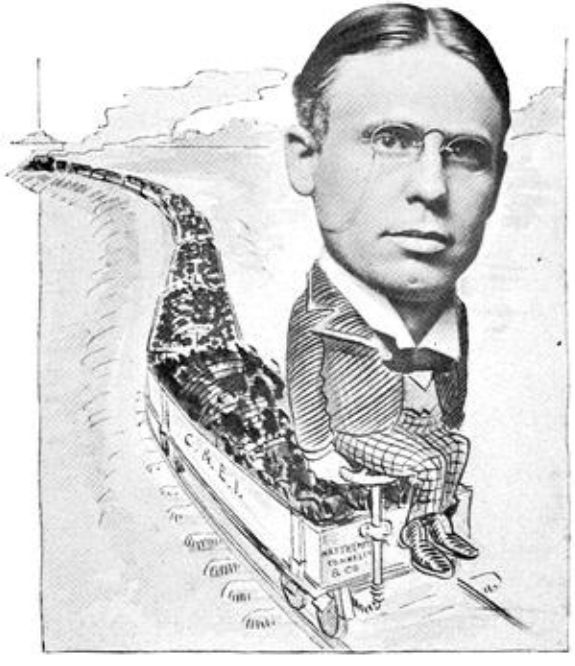
Mr. Cox is essentially a Terre Haute product. He is a graduate of the high school and received a diploma from the Rose Polytechnic in 1891. His technical education fitted him very well to become the superintendent of the Terre Haute Car Manufacturing Company, which position he filled from 1891 to 1892. When this big plant was sold, Mr. Cox turned his attention to autos. He organized the Terre Haute Automobile Company in 1903 and is president and general manager. The garage on Seventh street is one of the largest in the middle west. The company is the agent for the Packard in Central Indiana and Mr. Cox never neglects to say a good word for the Packard, as he owns one himself. Mr. Cox holds the local auto record from Brazil to Terre Haute, having made the trip from the Davis house in Brazil to the local garage in thirty-two minutes. The distance is sixteen and one-eighth miles. When the Terre Haute Automobile Club was organized recently, Mr. Cox was elected as its president.

JAMES J. FAGAN

THE man in the picture hustling the freight end of the Evansville and Terre Haute and the Chicago and Eastern Illinois is James F. Fagan, who not so many years ago was carrying messages as a boy to and from the freight offices at Tenth street and Wabash avenue. James still retains his youthfulness but he has progressed beyond the carrying of messages and is now the commercial agent of the two roads named.

By birth Mr. Fagan is a Terre Hautean. He attended St. Joseph's school and progressed so far as the junior year in the high school, when the screech of the freight engine called him into the business. Mr. Fagan began as a messenger under J. R. Connelly who was then general agent of the Evansville and Terre Haute and the Chicago and Eastern Illinois. From that time on the youthful railroad man filled every position at the freight house until he received his present appointment as commercial agent April 1, 1905. First Mr. Fagan was seal clerk, then yardmaster's clerk, bill clerk, chief bill clerk, train desk clerk, checked rates and bills, helped out in the car service department, skirmished around and solicited business, and then was given just what he had been working for—his present position.

This is what hustling accomplishes, and Mr. Fagan has made a wide circle of friends by his pleasant business methods. The position he holds is a very responsbile one and is one of the middle rounds in the ladder that leads to a successful railroad career. He is a member of the Young Men's Institute and recently became a member of the Young Business Men's Club.



GEORGE J. NATTKEMPER

WITH old King Coal reigning supreme in this particular section it has afforded openings for an army of hustling young men who see to it that the product is pretty well scattered over the country. It is impossible for Terre Haute to consume all of the coal, though we admit that the town has been a warm proposition until cooled by recent events. Mr. Nattkemper for several years was engaged in railroad work, that is one reason why we have associated him with the brake at the rear of the coal train which is slowly crawling on its way to Chicago. It might be proper to add that brake-twisting was not Mr. Nattkemper's specialty. It was his duty to see that the cars handled by his companies were always loaded.

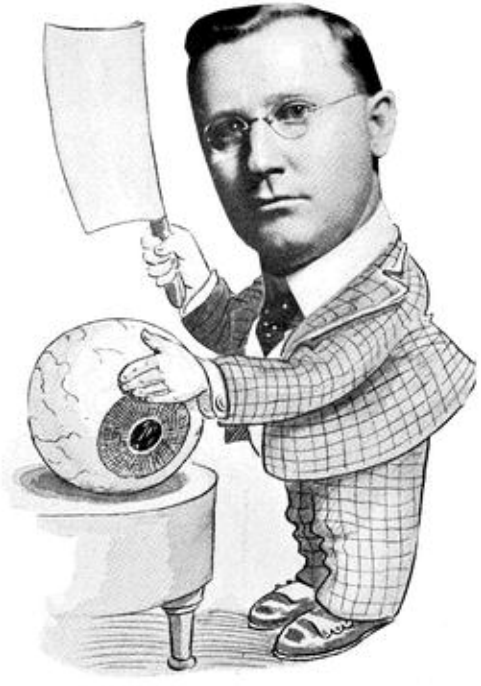
Mr. Nattkemper grew up in Riley. When he wasn't in school he was at the depot. Eventually he mastered telegraphy, and the Evansville and Terre Haute railroad finally appointed him agent and operator. He filled the position very creditably and was given a place in the office of the genearl agent of the Chicago and Eastern Illinois in Terre Haute. In 1896 he was appointed traveling freight agent. He continued in the last named position until January, 1904, when he engaged in the wholesale and retail coal business with John F. Murphy. The first of the present year Mr. Murphy retired from the firm and Mr. John R. Connelly, who had been formerly associated with Mr. Nattkemper in railroad work, became a partner. The firm is sales agent for the Southern Indiana Coal Company which operates nine different mines in this locality and does an extensive business.

Mr. Nattkemper is an Elk, a member of the Knights of Pythias, the Masons and the Young Business Men's Club. He is the happy father of a son and daughter. He was married to Miss Nora Wallace of Terre Haute, in November, 1894.

CHARLES PATTON

EVER since the time of Hippocrates the physicians and surgeons have been accused of enjoying the art of cutting people into small sections, sawing off legs and arms, reducing dislocations and setting fractures. Hippocrates was criticised a great deal for being somewhat clumsy in his work and even the modern surgeon is looked upon as a man to be feared, especially by the individual who has a pain in his side and imagines that appendicitis has him in its grasp. With one stroke of the knife Dr. Patton could give us a sectional view of the eye and no doubt deliver an interesting little talk on ophthalmology. By so doing he would throw some light on the optic nerve which conveys the impression to the sensorium.

With the increase of knowledge, specialties naturally develop themselves and such has been the case in medicine and surgery. When Dr. Patton started out he concluded that he would rather know a good deal about a few things than know little about a great many things. Dr. Patton was born in Rome—not the eternal city—but Rome, Indiana. He was reared between the corn rows of a farm in Washington county until he was twenty-one years old, and then decided to follow the profession adopted by his father. He attended the Louisville Meidcal College and the Kentucky School of Medicine, and later went to New York City where he studied for some time. He practiced in Southern Indiana and in Iowa before locating in Terre Haute six years ago. The doctor has specialized in the treatment of the eye, ear, nose and throat. He is a Fellow of the American Academy of Ophthalmology and Oto-Laryngology, a member of the State Medical Association and the Aesculapian Society.



SAMUEL T. GREENBERG

HERE we see Mr. Greenberg as he appeared at the last entertainment given by the Wabash Cycling Club in the role of a monologue artist. Some one has said that there are 6,000 vaudeville performers in the United States. Of this number but 600 acts in vaudeville are classed as being good. All of the rest are merely "fillers." Terre Haute has more good talent to the square inch than any other town of its size in the country. It has provided the vaudeville stage with some good performers. Mr. Greenberg would have done well as a monologist but he has preferred the life of a business man where three good meals a day are always secured.

Mr. Greenberg was "put off" at Buffalo shortly after the Fourth of July in 1876. He moved afterward to Detroit, thence to Indianapolis and then to the best town on earth, Terre Haute. Here his friends stand for his monologue stunts and jokes and he finds life altogether desirable. Mr. Greenberg cannot repress a smile even yet, when he thinks of his first position. It was in a feather foundry. In other words, he assisted for the short space of one week in removing feathers. The job was not to his liking and he then went into the clothing business. For fourteen years he helped to dress Terre Hauteans over the counters of the Thorman & Schloss clothing store. He next became a member of the firm of the A. L. Greenberg Iron and Railway Company, which does an extensive business in Terre Haute and locality.

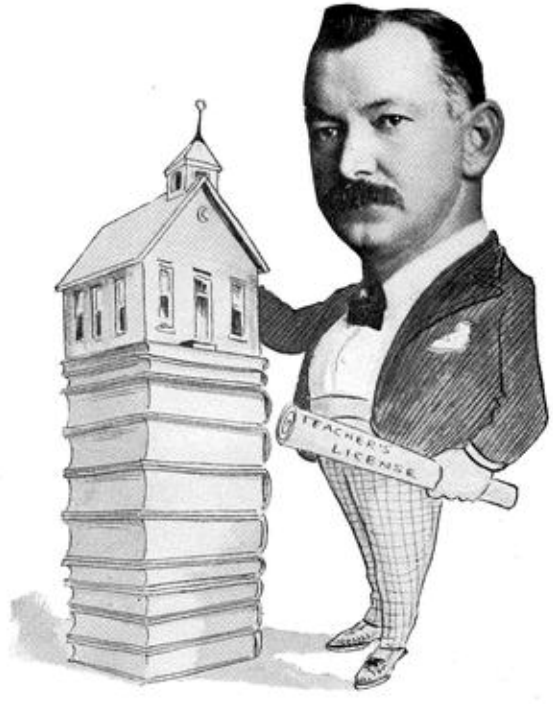
For a good many years Mr. Greenberg has been one of the most active members of the Wabash Cycling Club and has always taken a directing hand in the amateur entertainments given by the club. In 1904 he was president of the club.

CHARLES F. GROSJEAN

WHEN you were a small boy in McGuffey's Third reader and the teacher compelled you to stand in the corner the rest of the afternoon just because you made those goo-goo eyes, or blew a few paper wads against the ceiling, my, how you wished there was a way —any way—to get even with that schoolm'am. Oh! if you had only been in the place which this man Grosjean occupies. For, just think, he is the boss of about 160 teachers in Vigo county. He's the superintendent of the county schools, and they do as he wants them to, provided, of course, that their wishes coincide with his.

The quality and quantity of the output of the rural schools has kept up to the standard since Mr. Grosjean took his official position. Mr. Grosjean was born in Terre Haute forty-two years ago. He completed his Normal School work in 1882 and almost immediately went to teaching. He taught first in Honey Creek township and then in several other graded schools before he was elected county superintendent in 1889. He served one term of two years when the political complexion of affairs changed considerably and a democratic successor was put in the office. For one year he was principal of the Seventeenth district school resigning to go into the abstract business with Edward Gobin. The partnership was continued five years. In 1887 Mr. Grosjean was re-elected to his present position.

The standard of the Vigo county schools is very high and the thorough preparation of all teachers in the rural districts is insisted upon by Mr. Grosjean. Conduct of recitations and discipline also receive the close attention of the superintendent. Vigo county was the first in the state to establish an educational qualification for its teachers which gives some idea of the efficiency of the system.



ELMER C. RHOADS

MR. RHOADS is an authority on kid shoes and knows something about the kind of shoes that older persons should wear. There is really nothing so important after all as shoes that fit and look well. Half the wrinkles in the world are caused by ill fitting shoes that hurt the feet. Mr. Rhoads will tell you that it is a question of getting fitted properly. Kids and fits, then, naturally go together.

Mr. Rhoads is qualified for his position in the business world of Terre Haute by a lifetime experience in selling shoes. He came to light in Hillsboro, Illinois, and after finishing his studies in the public schools went into the shoe business with his father. For some time Mr. Rhoads was associated with his father at Alton, Illinois, and when Mr. C. H. Rhoads and Mr. W. N. Carhart opened a store in Terre Haute, Mr. Rhoads, Jr., came along as a salesman. He has never had cause to regret coming to such a good town. Upon the death of his father, Mr. Rhoads became a partner with Mr. Carhart in the local store and another change took place in the ownership upon the death of Mr. Carhart. July first, Mr. Rhoads succeded the firm of Rhoads & Carhart and is manager and owner of the present store. An excellent trade has been established since the opening of the store and a good medium class of customers is catered to, although the best of fine footwear is carried to satisfy the needs of all customers.

Mr. Rhoads is one of the best known younger business men of the town. He is a member of the Young Business Men's Club, the Wabash Cycling Club, the Knights of Pythias and the Elks.

CHARLES W. ABBOTT

THE walls of a house may be built of wood, stone, brick, brick and timber, iron, mud, turf and even snow. In the Arctic regions a house with snow walls is felt to be fairly comfortable. In the tropics a strong tent, constructed of posts and palm leaves suffice for an abode. The first houses in Terre Haute were built of logs and some of the larger edifices, even when constructed of brick later on, were crude looking. In eighty-eight years, time has worked a wonderful transition. Terre Haute now contains an unusually large number of elegant homes and fine looking buildings.

Mr. Abbott, whom we see in the picture, has a reason for feeling "stuck up." Wouldn't you, too, if you had built a magnificent structure like this? He has certainly done his share toward beautifying Terre Haute with handsome buildings. We will pardon him for the pride he has evidenced in the construction of St. Benedict's church, for it is easily one of the finest churches in the middle west. As a contractor and builder, this church will stand for many years a monument to the ability of Mr. Abbott. The structure is built of brown stone and marble and when furnished represented an outlay of $200,000. Mr. Abbott is a Buckeye by birth, having been born at Cincinnati. He began learning the trade of bricklaying in the Ohio city, and came here when he was sixteen years of age. He has been in the contracting business ever since that time and has handled a number of big jobs. He is practical in every sense of the term and knows when good work is being done

Mr. Abbott's greatest hobby is boating on the historic Wabash. He is the owner of the steamer "Anyone" and enjoys frequent trips with his friends during the season up and down the most beautiful banks of the river. He is a Knight Templar and a member of the Travelers' Protective Association.

CAMILLE A. URBAN

MR. URBAN is not greatly given to crowing over anything that he achieves but his "over-all" sweep in the Central Roller Polo League is still remembered by the fans who saw the Danville team play at the Coliseum last season. We will give Mr. Urban credit for having a very good team and we still regret that we didn't get the big Frenchman. Polo is about the fastest game in the world, and Mr. Urban is a great admirer of the sport. He was so enthusiastic over it that he dug down into his overalls and fished up enough money to become one of the principal stockholders of the Danville team, and is ready for another whirl at the game.

Mr. Urban was born in Illinois, but he left there at such a tender age that he has grown up under Hoosier influences and you can now find no trace of his ever having been a sucker. He received his edcuation in the graded schools, the high school and attended Commercial College. His first position was in the office of Zimmerman & Stahl, makers of men's garments. He has remained in this business from the start and became a partner with Mr. Stahs in 1894. Working men's clothing of all kinds is made by Messrs. Stahl & Urban and they give employment to three hundred persons here, besides having a branch factory in Danville, Illinois, which employs one hundred and fifty people. The product of these factories finds a ready sale in all parts of the United States and does much to advertise Terre Haute. The Danville branch was established in 1890.

Mr. Urban's hobbies are polo and automobiling. He is a member of the antlered herd here, No. 86, and is also a member of the Travelers Protective Association.

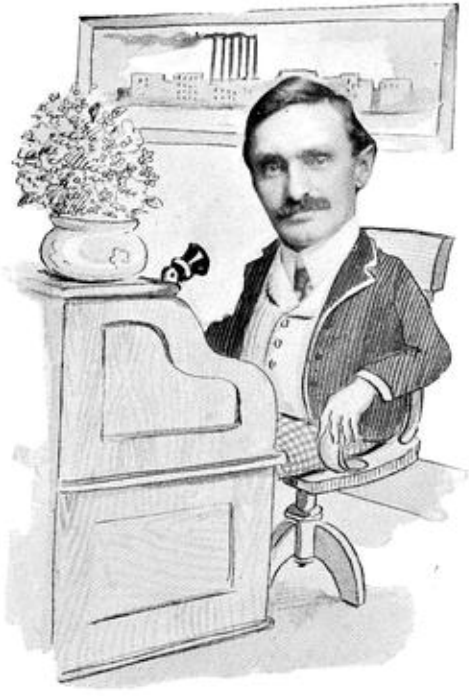
GEORGE MAIER

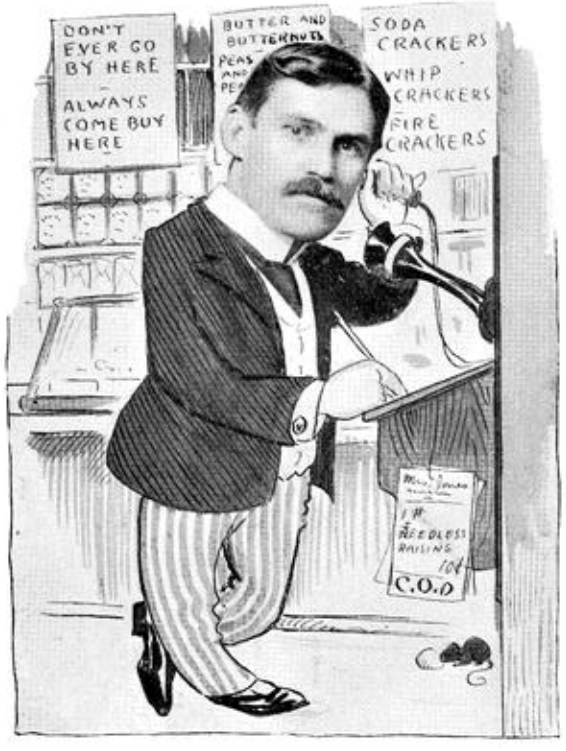
MANY things have contributed to Terre Haute's fame, but if you were to ask any one who has ever tasted of the product of the Terre Haute Brewing Company as to what he considers the biggest institution in the town he would probably reply that the brewery impressed him a good deal. Laying all jokes aside, this is true. No wonder, though, when you think seriously for a minute. The product of the Terre Haute Brewing Company is found in every hamlet, town and city in this part of the country and even if you should land in some city a good many hundred miles away the chances are that you could be provided with a drink of "Velvet" if you were real thirsty and had the price.

As secretary of the Terre Haute Brewing Company, Mr. Maier has had his part in the development of an andustry that gives employment to a large number of men and advertises Terre Haute quite thoroughly. Thousands of dollars are paid out annually for raw material. With keen competition the local company has made its way, growing larger each year.

Mokena, Illinois, is the birthplace of Mr. Maier. He came to Terre Haute when he was seven years of age. He tried several different lines of work before he fell into the niche which he fitted. He "deviled" in the printers' trade, worked in a grocery and even started to learn the painter's trade. He became secretary of the Terre Haute Distilling Company in 1886 and accepted his present position in 1892. As secretary of the brewing company Mr. Maier fills a position of great responsibility. The volume of business now amounts to over two millions of dollars a year.

Mr. Maier has tackled golf on the links of the Country Club, but his favorite sport is fishing. Usually, once a year he finds time to hie himself away to some northern lake resort where he enjoys angling after bass and other game fish. Mr. Maier is a member of the antlered herd, No. 86, and is also a Mason.





AUSTIN R. NORRIS

MR. NORRIS, whom we see here, comes from the stronghold of Indiana democracy—Shelbyville. He was born in the county of barbecues in 1871, on a farm, but did not remain there long enough to learn much about feeding stock or "pailing" cows. He was seven years of age when he landed in Terre Haute.

He has been in the grocery business practically all of his life and has become firmly wedded to it. He did not consume much time in procuring an education but early began hustling. His first work was on a delivery wagon and he "made good" with his employer because he always delivered the meat in time for dinner. After serving his apprenticeship on the wagon he was employed on the inside, where he gave gratis a smile with every order, no matter if it was only a pound of sugar. This won Mr. Norris a good many friends. He was employed for eleven years as a grocery clerk in the building in which he is now located. Then he decided to go into business for himself, making the venture five years ago. Mr. Norris has fully deserved the success he has met with. It's mostly work and no play in the grocery business and Mr. Norris has fully realized this. He is busy all of the time.

Mr. Norris has always thrown his influence in the direction of those things which go to the making of a better Terre Haute. He is a member of the Young Business Men's Club. He is a great lover of base ball and polo and always "roots" for the Hottentot aggregation.

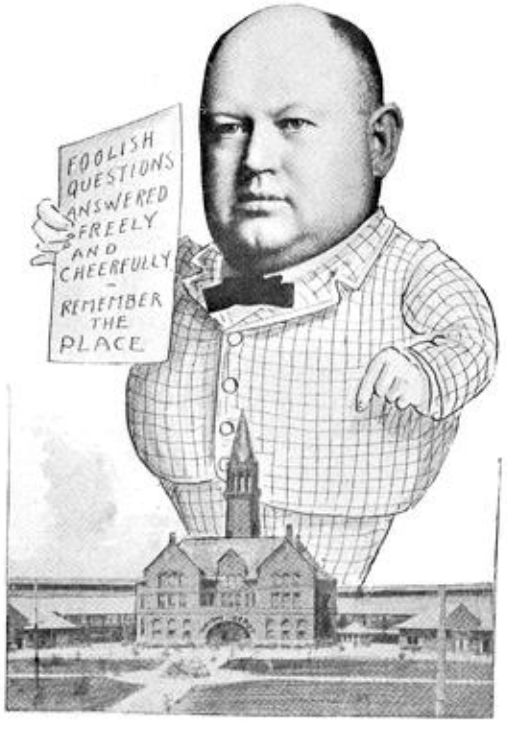
WILLIAM E. M'KEEVER

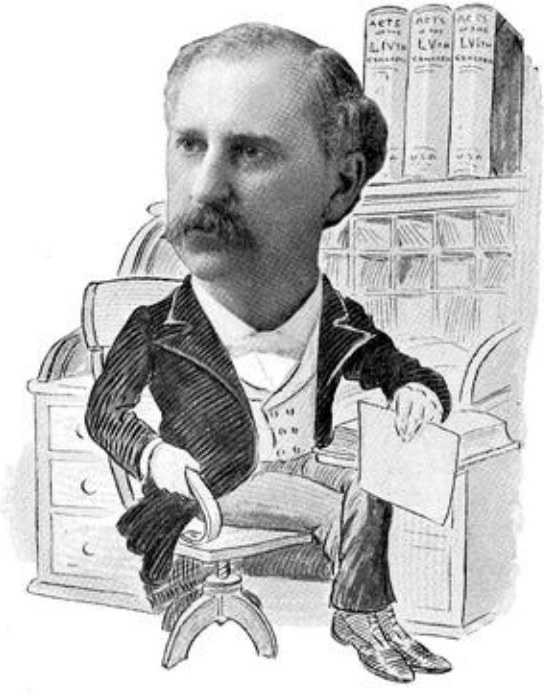
"AM I ever asked any foolish questions? Well, I should hasten to say that I am," was the reply of Mr. McKeever the other day. "The best one ever asked me," he continued, "was by an old farmer about two weeks ago. You know I have been here a good many years selling tickets for the roads that enter this station, but this 'took the bake shop' above all others. I was unusually busy and a long line of prospective ticket buyers waited their turn. Among them was an old man who patiently kept his place. I could tell that he was a farmer. I had just finished selling a ticket to Kokomo when the old man reached the window. He hesitated a minute and then he said:

"'How much will it cost me to send a half bushel of potatoes to Linton?'

"It was really pathetic, but I couldn't help it. I restrained myself as much as possible and told him that we handled neither freight or express. He probably came from some small town where the station agent combines about six positions."

Mr. McKeever, whose genial and benevolent looking countenance we present here, was born in the city of Terre Haute in 1858. As soon as he was out of school he accepted a position with the Vandalia railroad as a messenger boy. This was in 1873. He was first located at the old depot, Tenth and Chestnut streets. Since that time he has filled responsible places in the auditor's office, treasurer's office, the freight office at East St. Louis and in the local freight department. He was appointed to his present position three years ago. The first ticket that Mr. McKeever sold when he assumed his new position was one to Macksville. The fare is seven cents and represents the smallest amount of money accepted by the Vandalia for one of its tickets. It is unnecessary to say that Mr. McKeever is one of the most popular ticket agents that the Union depot ever had.





GEORGE W. FARIS

MR. Faris affords another example of the young man, who, under adverse circumstances, may make his own way and finally reach a place of honor and influence in the worlld.

On a farm near Rensselaer, in Jasper county, Mr. Faris was born in 1854. As a boy he worked and went to school by turns until he was eighteen years of age. In the fall of 1872 he entered the old Asbury University, now DePauw, at Greencastle, and was graduated from that institution with his class in 1877. The college class of that year was one of the largest and perhaps the ablest ever sent forth from the halls of DePauw. Mr. Faris had worked his way through the school and appreciated his training all the more. He had already chosen law as his profession and began his law studies almost immediately. He was admitted to the bar in Greencastle but after his graduation entered the law office of Claypool & Ketcham at Indianapolis. Two years he spent in Colorado whence he had accompanied Mrs. Faris, who sought the Colorado climate on account of impaired health. He returned to Terre Haute in 1880, forming a partnership with Samuel R. Hamill. Always interested in politics, Mr. Faris served as county chairman of his party for four years. He was county attorney in 1891, this being his first public position. In 1894 he was nominated as the candidate for congress and after a hard campaign was elected with a majority of 2,569 votes. He was re-elected in 1896 and in 1898. During his congressional career Mr. Faris served on a number of important committees, among them the Pacific Railroads, manufacturers, and elections.

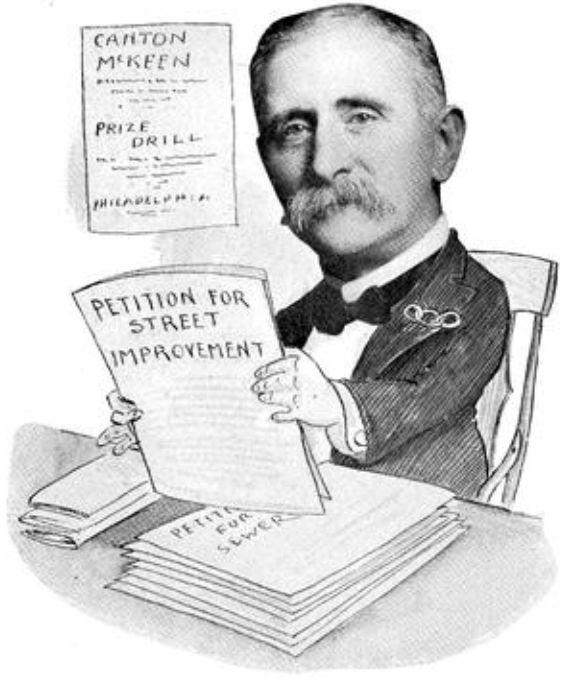
He has met with a large degree of success in his profession and is one of Terre Haute's best known citizens. Mr. Faris is active in the promotion of social interests and religious work, being a member of the Methodist Episcopal church.

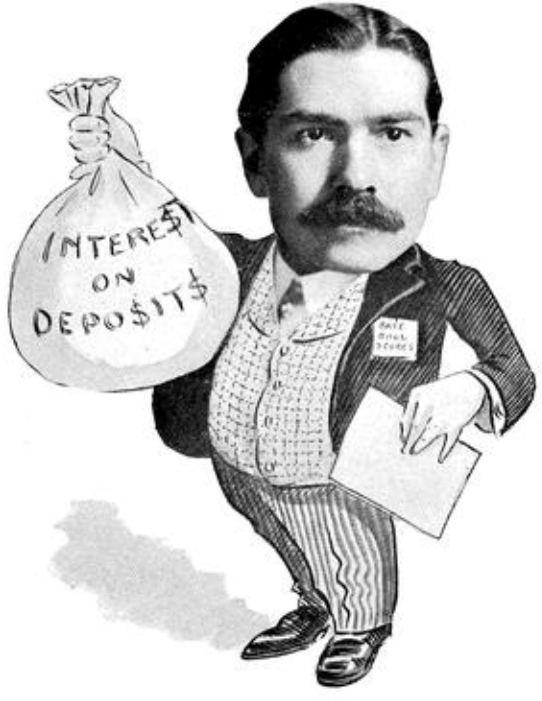
JOHN NELSON WHITE

MR. WHITE, better known as "Captain," was inducted into the joys and tribulations of this world at Bainbridge, Ross county, Ohio. Ohio is a good state to come from but Indiana is a much better state to live in, so Mr. White moved to Terre Haute in 1857. This is one move in his life that he has never regretted. Captain White has made himself very useful as a citizen and his usefulness was greatly increased when Mayor Bidaman came into office. In looking about for a man who would make a good member of the board of public works the mayor selected Mr. White. We have produced a good likeness here of the secretary of the board. When not busy making out vouchers he is seeing that the minutes of the meetings are properly entered in the secretary's book.

Captain White has never been afraid of work, so when the position was tendered him he accepted it. He knows just what it means to earn his living by the sweat of his brow. He was a young man of sixteen years when he came to Terre Haute and his first position was secured with the Vandalia railroad, where he learned the trade of stone cutter. Next he built a few bridges for the Vandalia and from 1873 to 1875 held a position in the employ of the state at the Julietta asylum. Upon his return, Mr. White learned the wood turner's trade and has been engaged in that business more or less ever since. He was in the employ of Clift & Williams for sixteen years, being in charge eight years of the planing mill machinery. For three years the captain was a deputy under Sheriff Fasig, and stepped from the court house to the city hall when he accepted his present position.

For eleven years Mr. White was captain of Canton McKeen and he is at present colonel of the Fourth Indiana Regiment of the Patriarchs Militant. He will take the members of the local Canton into the prize drills at Philadelphia in September. Mr. White is also captain of Terre Haute Division No. 5 of the Maccabees. He is a Mason and a member of several other fraternal organizations.





WARREN HUSSEY

THE Hussey name has been associated with the banking history of Terre Haute from the time it was only a small town. Preston Hussey, the father of Warren Hussey, whose face is seen on this page, recently rounded out forty years as president of the National State bank. Previous to that time he was connected with two other financial institutions, one of them being the branch of the old State bank. Just recently the bank changed its name to the Terre Haute National bank. Mr. Hussey, Jr., is its cashier, and one of the best known young men of the town. Quiet and unostentatious, he fills an important place in local banking circles.

Mr. Hussey was born in this city thirty-three years ago. He was one of Mr. Wiley's pupils in the high school for three years and then entered the Rose Polytechnic Institute where he took a course in mechanical and electrical engineering, graduating in 1892. For three years he was engaged in the contracting business at Chicago and then returned home to accept a position as bookkeeper in the National State bank. He was promoted from this position to that of cashier. The bank is one of the soundest in the city and its conservatism has won it a large number of depositors. The capital stock under the new charter is $300,000, surplus, $45,000, and the deposits now amount to nearly one million dollars.

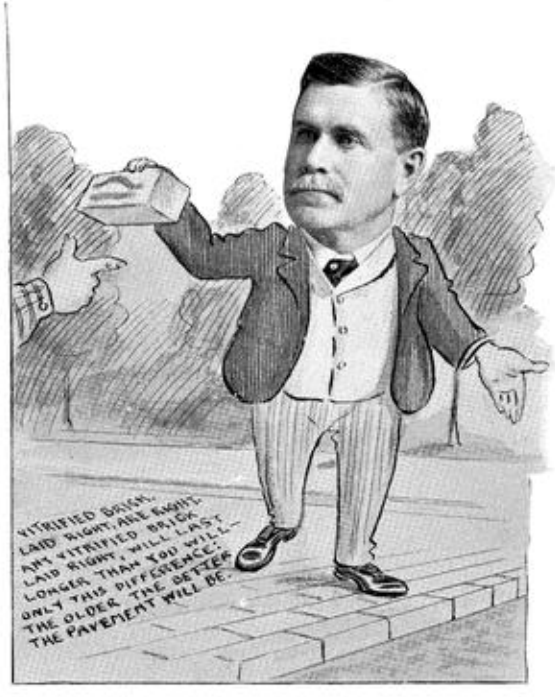
The suggestion in the caricature indicates that Mr. Hussey is a lover of the great national game, which is true. He is a member of the Young Business Men's club and several other organizations.

WILLIAM P. BLAIR

SPEAKING of brick, the earliest examples of this branch of the ceramic art were doubtless the sun-dried bricks of Egypt, Assyria and Babylon. That bricks will outlast several centuries is shown by the discovery of them in ruins that are known to be at least four thousand years old. So, Mr. Blair is correct when he says that a brick will last much longer than the average individual. Bricks, while durable, are also very handy at times and many a man has answered in police court to the charge of laying them on other people's heads.

Mr. Blair has been interested in the clay industry for a good many years and he knows what he is talking about when he says that bricks of the vitrified kind when laid right make the most lasting pavement. Mr. Blair first became interested in mining and the manufacture of clay products at Brazil in 1873. He moved to Terre Haute in 1894 and with Brazil and Terre Haute men, organized the Terre Haute vitrified Brick Company. The plant is located across the river, west of the city. The plant turns out sixty thousand paying brick daily and the product is shipped to all parts of the United States. Since the vitrified brick busienss has been established, the use of the brick has not been confined to paving alone, but they are used extensively in building because of their impervious nature. Terre Haute vitrified brick is getting a splendid reputation and the company in which Mr. Blair is interested is constantly enlarging its capacity. In May Mr. Blair was elected President of the National Paving Brick Manufacturers Association, an organization which represents ninety-five per cent of the production.

Mr. Blair was born in Hendricks county, Indiana, on a farm. He attended Earlham college three years and then began teaching school. For a time he read law and then entered into the manufacturing line.


VITRIFIED BRICK, LAID RIGHT, ARE RIGHT. ANY VITRIFIED BRICK LAID RIGHT, WILL LAST LONGER THAN YOU WILL— ONLY THIS DIFFERENCE: THE OLDER THE BETTER THE PAVEMENT WILL BE.

HOMER B. TALLEY

MR. TALLEY is taking a brief rest from his labors. As sales agent for the Coal Bluff Mining Company he has a busy time of it, the product of nine big mines finding its way into the market each year mainly through his efforts. The company he repsesents has easily been the largest one for several years operating in this locality, and has grown as the industry developed.

While Mr. Talley is a young man for the position, he naturally falls into the coal business, as his father, J. Smith Talley, is one of the pioneer operators of this bituminous field. That the man with a college training has the advantage over many others is readily shown in all walks of life. Mr. Talley was born in Terre Haute in 1877 and has taken full advantage of the educational opportunities offered him. He attended the local high school two years before entering DePauw University at Greencastle. He graduated from this institution in 1898 with the degree of A. B. He then spent a year at Fontanet in charge of one of the company stores before entering the graduate school of Harvard, where he remained a year. Returning to Terre Haute, Mr. Talley began his services with the company in his present position July 1, 1900.

In addition to acting as salesman for the Coal Bluff Mining Company and the Plymouth Block Coal Company, Mr. Talley is secretary of the latter. The nine mines owned by the corporation are operated in Sullivan, Vigo and Greene counties. Employment is given to about four thousand men. Mr. J. Smith Talley is president and treasurer of the Coal Bluff Company, Mr. W. E. Eppert, vice-president and Mr. J. W. Landrum, secretary.

At college Mr. Talley was a member of the Phi Kappa Psi fraternity. He is a lover of outdoor sports and enjoys automobiling.

PETER VALENTINE GARTLAND

JUST to show that he is practical, Mr. Gartland, of the Gartland Foundry Company, posed for the "Phiz" artist as you see him here. He is seen in the act of pouring moulten metal into a mould. When cooled and shaken out of the black sand a queer looking piece of iron will be found. This casting will probably prove to be one of the parts of a lawn mower. Just recently the Gartland company received a contract which means about forty thousand new lawn mowers in the world. Imagine the aching backs that will result!

The little state of Connecticut has furnished the country a great many manufacturers and this is the native state of Mr. Gartland. He was born in Westport on St. Valentine's day, 1872. The parents had little trouble in supplying a middle name for the new boy so his friends now know what the "V" stands for. Mr. Gartland engaged with his brother in the iron business in Cleveland when he was twenty years of age. He is practical from the ground up, in the casting of gray iron. When he heard of Terre Haute and its superior advantages, he and his brother came to Terre Haute and established a plant here in July, 1904. The company is incorporated as the Gartland Foundry Company, Mr. Gartland being general manager. Over one hundred men are given employment and the new industry has been busy ever since it started, making gray iron castings for lawn mowers, typewriters, sewing machines and electrical machinery. The plant employs one hundred and fifty skilled workers.

Mr. Gartland has identified himself with the city's interests by becoming a member of both the Commercial and the Manufacturers Clubs. He is an Elk and a member of the Knights of Columbus. Bowling and baseball are two sports in which Mr. Gartland is always more or less interested.

CLAUDUS H. MARSHALL

IT is just twenty-seven years ago that Mr. Marshall began yelping for a rattle box and a tin whistle. He has been playing a successful tune in life ever since. We have him pictured here as one of the representatives of the House of Baldwin. In his present capacity he is engaged in the scattering of sweet melody all over this part of the country and Illinois in the form of pianos and organs that are made by this famous house.

Mr. Marshall is a graduate of the Terre Haute high school. Upon the completion of his course he entered the Indiana State University, graduating from that institution in 1901. with the degree of A B. He associated himself with his father, Mr. J. A. Marshall, in the D. H. Baldwin Company in 1901 and is in touch with all phases of the extensive business done in this district. Five counties in Indiana and practically all of Illinois with the exception of the territory immediately adjacent to St. Louis and Chicago is taken care of by the Terre Haute office. Twenty-five salesmen and office employes are kept busy every day looking after the interests of the firm here. The Wabash avenue building contains a splendid display of the different styles and makes of musical instruments made by the House of Baldwin and a portion of the third floor is given over to the music room. Terre Haute is indebted to the D. H. Baldwin Company for a number of rare musical entertainments which have added to the popularity of the Baldwin goods.

Mr. Marshall's greatest hobby is his business, pianos, especially of the Baldwin make, affording him greatest scope. He is identified with the Young Business Men's club, belongs to the local lodge of Elks and is a member of the Masonic order, lodge No. 19.

HARRY BOGGS

HERE we present the picture of an ex-newspaper man and we candidly admit that we do it with a degree of envy. Any man who gets away from the newspaper business, having full possession of his faculties, retaining all of his friendships and able to wear "the smile that won't come off," deserves credit. A majority of men inveigled into the journalistic profession hang on until it is too late. Mr. Boggs did not do this. He admits that his newspaper experience has been invaluable and contends that there is no better training school in the world than is to be found in the modern newspaper office. Mr. Boggs has chased the "elusive item" and knows what it means to "fall down" on a story and has felt the thrill which a scoop imparts to a man who is writing it. He has done funerals, runaways, fires, base ball, city council and has even attended a session of the Science Club.

Mr. Boggs was born in Terre Haute. He received a diploma from Mr. Wiley in 1895. This diploma was handed to him on Friday night when he imagined that he was a modern Atlas. The following Tuesday he was driving a delivery wagon for the Havens & Geddes Company. He was promoted from the wagon to one of the inside departments and after getting this mercantile experience began as a "cub" reporter on the morning Express. After two years on the Express Mr. Boggs accepted a position in the editorial rooms of the Tribune. He was successful in his work and progressed very well, deserting journalism after six years experience to become deputy city clerk and comptroller under City Comptroller Buckingham. Mr. Boggs made the race for the nomination for city clerk in the recent campaign but did not procure quite enough votes. He has not soured a single bit, and will issue you a vehicle or dog license quite cheerfully, at the same time showing every solicitude about your health and success. Mr. Boggs is a popular member of the Uniform Rank Knights of Pythias and is one of the best liked young men in the town.

HERBERT BRIGGS

MR. BRIGGS, by his past experience, is in a position to say something regarding the modern school building and education. When it comes to municipal problems he could instruct us just as well on that subject. Mr. Briggs is not entirely theoretical. He has been one of our instructors for so long and has taken an interest in those affairs that mean so much for the welfare of the city that he is thoroughly practical.

Just when the civil war was at its height, Mr. Briggs was born in Otter Creek township. He was left an orphan at nine years of age and for three years made his home with W. A. Jones, the founder of the Indiana State Normal school. Just as soon as Mr. Briggs graduated from the furrows he began teaching school. He attended the State Normal School and qualified himself further for his profession. He began teaching the young idea how to shoot in 1881 and since that time has been principal of the Eighth, Thirteenth and Eighteenth district schools. For the past nine years he has been at the Eighteenth district building, one of the model schools of the city.

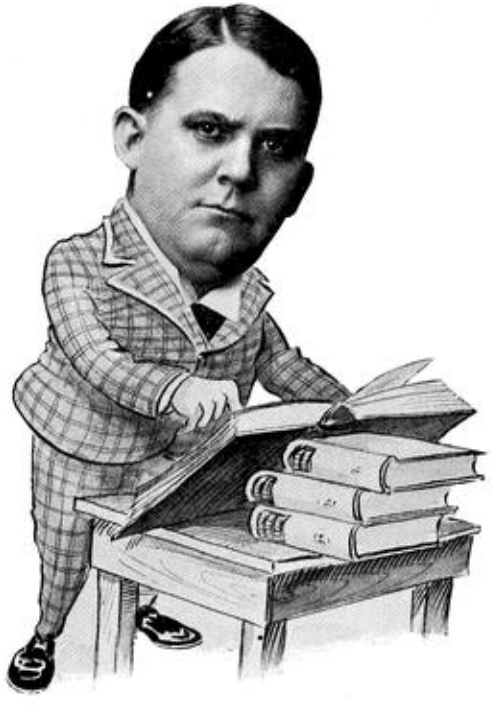
Mr. Briggs was elected as a republican member of the city council from the old Tenth ward in 1892 He was re-elected in 1894 and 1898 and represented the new Fifth ward in the council again in 1902. He did much during his councilmanic experience to modernize our school architecture, and was always a worker for a better sewerage system. He favors the practical manual training idea in education and has always been interested in the boy. Mr. Briggs has stood for those things that stand for the best government of a city. In 1905 he was a candidate for the nomination for mayor, but was defeated.

Mr. Briggs assisted in the organization of the Terre Haute Stove and Furnace Company and is its secretary. In secret orders, Mr. Briggs is a member of the Odd Fellows and the Knights of Pythias.

EDWARD J. WALSH

THERE are a good many Walshes in the town, but only one Edward Walsh, as his friends will admit. There may not be much in a name but sometimes it indicates ancestry. Edward Walsh is a descendant of a long line of Irish kings and they are to be found all over this broad land where a stout heart and willing hands are needed. If there had never been an Ireland we would have never had an Emmet and our police forces would be badly crippled. And do not forget that a majority of our citizens of Irish descent make good politicians and land frequently in prominent places.

Edward Walsh was born in Terre Haute and he is proud of it. Just at the close of the war he became a citizen here and has stuck by the town through thick and thin. He attended St. Joseph's parochial school and after completing his work learned the iron mill business. He was engaged in this work for four years and in 1889 became a traveling salesman, representing the S. C. Barker wholesale liquor house. He has had abundant opportunity to advertise Terre Haute as the best town on earth. After all, the advertising that a traveling salesman can give a city is considerable and he is no small factor in the life of Terre Haute. After engaging in the retail business for a brief time Mr. Walsh again returned to the road and later bought an interest in Mr. Barker's house, the firm being known as Barker & Walsh. An extensive business is done in central and southern Indiana and eastern and southern Illinois. Mr. Walsh is a member of the Elks, No. 86, the U. C. T. and the T. P. A.



JOHN O. PIETY

DID you ever stop to think that most of our lawyers come from the country? Well, they do. John O. Piety is no exception to the rule for he was born in Prairie Creek township just at the close of the civil war. At four years of age he removed with his parents to Illinois and came dangerously near having to bear the appellation given residents of the great neighboring commonwealth, for he remained there until he was a young man.

Most of Mr. Piety's boyhood days were spent in Clark county, Illinois, on a farm. He acquired the rudiments of his education in the country district schools and by doing considerable reading Mr. Piety fitted himself for teaching school. He used this profession as a stepping stone to that of the law. He taught school in Illinois for six years, studying Blackstone and other authorities during the summer vacations. For a time he was in the office of Colonel T. J. Golden, of Marshall, Illinois. After passing a rigid examination Mr. Piety was admitted to the Illinois bar in 1889 and shortly afterward located in Terre Haute, beginning the practice of law with his brother, James E. Piety. The partnership was continued until 1896 when James E. Piety was elected circuit judge. Since that time Mr. Piety has been engaged in practice alone. He is interested in politics and has always been a republican.

From 1894 to 1896 Mr. Piety was city attorney and during his term of office the famous Ohio street litigation with the Evansville and Terre Haute Railway began After an investigation Mr. Piety gave it as his opinion that the street could be opened at grade, providing damages were paid, and began proceedings before the city commissioners. Suit was brought by the railroad to enjoin the city and the case was taken to the supreme court where a decision was given in accordance with the opinion of the city attorney. Mr. Piety also prepared the law making it possible for the city to build a belt sewer, paying for the same out of the general funds.

TIMOTHY EDWARD M'NAMARA

MR. M'NAMARA may be getting a line on prices or has received an intimation that the political situation in Cincinnati is undergoing great changes. In either event he is eager to hear the news. Mr. McNamara has the news instinct pretty highly developed from his experience in journalism and it comes very natural for him to have his ear open for anything affecting the distillery interests or the G. O. P.

In Mayo county, Ireland, Mr. McNamara was born in the year 1846. This was just two years before the rebellion in which William Smith O'Brien and his followers figured so strongly. Just as the war broke out, Mr. McNamara landed on the shores of the United States. He settled at Dunkirk, New York, and began to learn telegraphy, having first served the Western Union company as a messenger boy. He enlisted in the Ninth New York Cavalry in August, 1862, being sixteen years and four months old. The youthful soldier was in the army of the Potomac and remembers something of Gettysburg, Chancellorsville and Cedar Creek. After being mustered out in 1865 he was employed as a clerk in the war department at Washington for a time, and then located in Cincinnati. After a brief experience in the wholesale grocery business he became identified with the wholesale distilling trade and has been engaged in that line ever since. Mr. McNamara succeeded John E. Beggs as manager of the Terre Haute Distilling Company in July, 1903.

As we have intimated, Mr. McNamara has been interested in politics in Ohio for a great many years. Most Ohioans make good politicians and Mr. McNamara is no exception to the rule. At several different times he has conducted political papers and has a trenchant pen. In Ohio, Mr. McNamara is known as "Colonel," getting his title when he served as a colonel on the staff of Governor Charles Foster. Fishing is enjoyed by Mr. McNamara very much and when it comes to telling whopping big fish tales he does not take a back seat for the best of them. In all, Mr. McNamara is a genial man to know.

JAMES C. HOLDEN

HERE we have one of the promoters of Lakeview Park calling attention to the great living curiosities to be seen on the inside. The artist has depicted Mr. Holden as a "speiler." To disabuse the minds of those who do not know Mr. Holden's position, we wish to say that he is the manager and not a "speiler" after all. In a polite way, he might be called one, for it is his business to "boost" Lakeview with the aid of a good press agent and get the public to pass through the turnstiles and leave a little money for expenses. Mr. Holden has other duties too numerous to mention. The lake must be kept filled with water. The scenic railway tracks must be well greased at all times. Some one must look after the monkey family and all balloon ascensions must be made promptly on the hour advertised. Occasionally a vaudeville star will have a kick coming because his act was not featured big enough, and again trouble results if new slides do not arrive the first of every week for the illustrated songs. There are so many details to be looked after in the amusement business that it takes a good natured man to fill the bill and Mr. Holden is giving entire satisfaction.

Mr. Holden came to Terre Haute from Cincinnati in 1884. He was intending to go on west, until the conductor yelled "Terry Hut," and he took a look at the town. He decided to remain over for a few days. These days were prolonged into weeks, months and years. Mr. Holden first engaged in business here on Poplar street in 1887, and in 1895 moved to his present location on North Seventh street. Mr. Holden was one of the promoters of Lakeview in 1903, and the new amusement place opened for its first season in 1904. He is secretary, treasurer and general manager. Mr. Holden was born in Lawrenceburg, Indiana, and went to Cincinnati when he was two years of age. He attended the public schools of the Queen City and spent two years in an academy at Middletown. He is a member of the Eagles, the Red Men, the Knights of the Ancient Essenic Order and is deservedly popular.

SYRELL J. BRESETT

"NOW, what else will you have Mrs, Jones? Potatoes? Oh, yes, two car loads of them. Arrived from Michigan yesterday. Eggs? Freshest in town. Got them from the country yesterday. All laid the day before. Never sold a pound of butter from this store yet that had a hair in it, and it's too late to start anything like that now. That'll be all, will it? Thank you, Mrs. Jones, we'll get these down before dinner time."

Syrell Bresett is geniality itself when waiting on a customer. We have him in the picture here as you are likely to see him any day when passing by his grocery store on east Wabash avenue. His store is a bee hive of industry from early Monday morning until late at night and if you were to ask Mr. Bresett about the snap in the grocery line, he would probably tell you there is nothing to it but work. It is a fact that a lazy man never made a success of the grocery business. Mr. Bresett's father was a grocer and just as soon as the son, Syrell, finished his school work he began to learn the business. New tricks are bobbing up in the trade every day. Mr. Bresett has a strictly cash store and believes that he can sell cheaper for cash than any other way. Goods are bought in large quantities direct from the manufacturer by Mr. Bresett and quick sales are the rule.

Besides being interested in the grocery business, Mr. Bresett is a director in the Merchants Ice and Cold Storage Company. He was one of the men instrumental in organizing this company which is mutual to a great extent among the merchants. Mr. Bresett enjoys driving and is a lover of a good horse. Among the different sports he perhaps enjoys base ball the best.

ALVIN M. HIGGINS

WE have a good view here of a real business lawyer, one that not only can give advice in business affairs but can conduct a commercial enterprise successfully himself. Mr. Higgins is seen in the dual role of United States Commissioner and a manufacturer of United States mail wagons, ambulances and all kinds of vehicles, excepting lumber wagons.

Mr. Higgins came very near being the first white child born in Superior, Wisconsin. This was November 19, 1866. His father was one of the pioneer preachers of the northwest and when the son came into the world, Superior was yet a small town and almost inaccessible in some respects. Mr. Higgins received his collegiate training at Oberlin College and came to Terre Haute in 1887, beginning the study of law in the offices of Stimson & Stimson. He was admitted to the bar here and began the practice of his profession alone. At present he is professionally associated with Mr. A. G. Cavins. Mr. Higgins has given much of his attention to that phase of the law pertaining to civil and business practice. He became a member of the bar of the supreme court of the United States in 1899, and has served as commissioner for this district for several years.

In politics Mr. Higgins is a republican and has always been an active worker. He served as president of the Indiana Republican League in 1896 and 1897. He has been trustee of the Terre Haute Buggy and Carriage Company since 1896, and has made a success of the business, the product of the factory finding its way to every part of the country. Government rural mail wagons, ambulances and delivery wagons are manufactured. Mr. Higgins is also identified with the American Asbestos Company which owns extensive properties.

He is an Elk and a member of the Columbia Club of Indianapolis.

WILLIAM LEON HALSTEAD

THE number of really successful newspaper men is small, which, after all, shows that the individuals who are always ready to tell you how to "run" a newspaper, lack something when it comes to "delivering the goods." As an evangelist of moral welfare, prosperity and trade, the newspaper man stands in the front rank. Of course, he is liable to make mistakes at times, for, in no other profession are the faculties called into play so often in a single day. The modern journalist is constantly on the alert. He must seek facts, weigh evidence, choose, judge and act on the instant. Incidentally he must be able to pay off the pressmen, stereotypers, mail room employes, compositors, office help, editorial force, and meet all other necessary bills at least once a week. "Running" a newspaper would be easy if it didn't require a lot of hustling and some business ability.

Mr. Halstead, the general manager of the Tribune-Gazette, whom we see here with the "extra" is a native of Spencer, Indiana, having been born there March 3, 1876. He received his education at Indiana University and the University of Nebraska, graduating from the latter school in 1898, receiving the degree of B. A. He received his first newspaper experience at Evansville, spending three years in that city. In turn he was reporter, city editor and advertising manager, occupying the last named position on the Courier. Mr. Halstead came to Terre Haute five years ago, first doing special advertising work. Next he was advertising manager for the Express and then was connected with the Success Magazine for a time. He returned from the east to accept the position of advertising manager on the Tribune. Within three months he was business manager and within less than a year was made general manager, having complete control over both editorial and business departments. He is one of the youngest managers in the country and has had splendid success.

Mr. Halstead is a lover of athletics and was a member of the winning Nebraska football team. In college he was a member of the Signa Nu Fraternity. He is identified with the Commercial Club and the Young Business Men's Club, and is also a member of the antlered herd, No. 86.

CLIFFORD G. HAMMERSTEIN

A CERTAIN form of music seems to have existed in in all countries and at all times. Shakespeare gets off the following:

"The man who hath no music in himself
And is not moved by concord of sweet sounds
Is fit for treasons, stratagems and spoils;
The motions of his spirit are as dull as night
And his affections as dark as Erebus;
Let no such man be trusted."

Mr. Hammerstein, whom we see here, is an enthusiastic promoter of "rag-time" and queensware. He has done much to save us from being all that Shakespeare has described and we are grateful to him. As an exponent of "rag-time" he has wonderful interpretative powers and he is equally proficient in bringing out the best points on pottery queensware and china. He likes the notes of Uncle Sam's persuasion and confidentially states that he could not exist on note meal.

It hasn't been so very long ago since Mr. Hammerstein was born in Terre Haute. To give the exact year, it was in 1882, before boards of safety caused so much trouble. After completing his education in the public schools he went into the queensware store of his father, George Hammerstein. He has paid strict attention to business and one year ago became a member of the firm. The firm easily does the largest business of its kind in this section of the country, carrying a complete and up-to-date line of glassware, queensware, pottery and china. The wholesale end of the store requires the services of the junior member of the firm on the road a part of the time as salesman and he covers territory within a radius of fifty miles of the city. Four floors are used by the firm in its Wabash avenue place.

Mr. Hammerstein is one of the musically inclined members of the Elk's lodge, No. 86, he is also a member of the Young Business Men's Club, the Travelers Protective Association and the United Commercial Travelers.

OTTO C. HORNUNG

THERE was an old woman who lived in a shoe, but this isn't she. No, this is a young man who doesn't live in a shoe. He makes his living out of shoes, however, as he is the proprietor of one of the best known retail shoe stores on Wabash avenue.

You will notice that the shoe seems to fit Mr. Hornung first-rate. That's a peculiarity of the goods sold at his store and that, in addition to their good quality and style, explains why they are so popular.

Mr. Hornung began his business career several years ago as a cash boy at the big store of Hoberg, Root & Company. "Cash" was hammered into his ears so persistently that he determined to get into a place where he could get more of it and he was soon occupying a position in the office. For ten years he was with the Stein-Hecklesberg Shoe Company, obtaining an experience that has stood him well in the conduct of his present business. He was manager of the Palace Shoe store and spent two years as a traveling shoe salesman. In 1892 he engaged in the shoe business with Mr. Bernheimer, this partnership being dissolved shortly afterwards. As proprietor and manager of his present establishment he caters to a big trade.

Mr. Hornung has always taken an interest in the affairs of Company No. 3, Uniform Rank, Knights of Pythias, and is its second lieutenant. He has participated in all of the company's famous prize drills since 1892. His greatest hobby is fishing.

Mr. Hornung is a director of the Young Business Men's Club and is secretary of the Retail Merchants Association.

SAMUEL C. BUDD

WHEN a boy on the farm in Honey Creek township, Mr. Budd had a desire to become a merchant, but he took a roundabout way to gain his point. He actually gave up teaching school for a position in the mercantile world that paid him a much smaller salary. But he is satisfied with the change and would rather sell a suit of clothes any day than instruct the young idea in the simple elements of geography, arithmetic and grammar.

Mr. Budd has lived in Vigo county all of his life and hasn't a complaint to make about it. He attended the private seminary of Professor Finney, at Prarieton, and later spent several terms at the Normal. Then he began his teaching career, still keeping an eye on the day when he would be behind a counter in Terre Haute. Finally the opportunity came and Mr. Budd accepted a position in the Meyers clothing store at a salary that was much smaller than that he was receiving as a pedagogue. After getting a valuable experience as a salesman he became a member of the firm of the A. C. Brice Company. Later he was general manager of the dry goods department of the Hoberg & Root Company and assisted in the opening of the big store. He was with Pixley & Company several years before becoming general manager of their local store.

It was following the big fire that Mr. Budd solicited local merchants to attend a meeting at the Terre Haute club, where the nucleus of the present Commercial Club was formed. At this meeting the by-laws and constitution were discussed which made possible the present splendid organization.

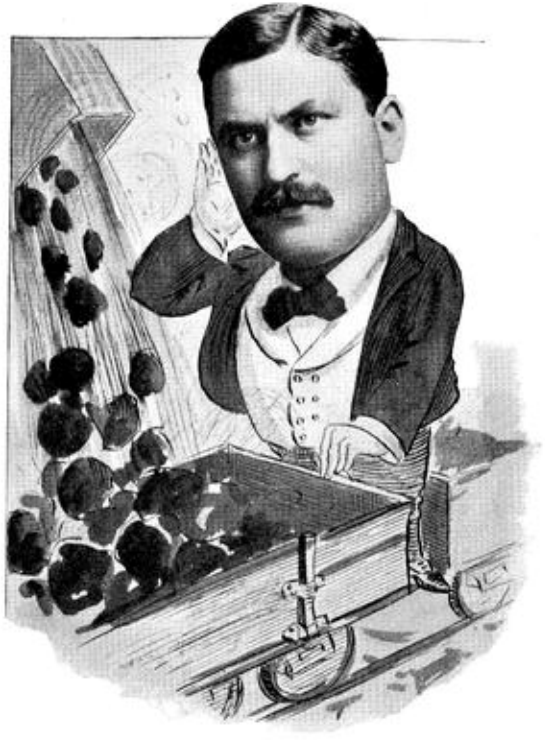
Mr. Budd has always been an active republican and served the city as councilman-at-large one term. He was one of the first merchants to assist in forming the local baseball association and believes that a good baseball team helps to advertise the city. Mr. Budd has served as president of the Thompson club and at present is a member of both the Commercial Club and the Young Business Men's Club. He is adjutant of the first battalion of the Sixth Regiment Knights of Pythias, and has always been active in promoting Pythianism. He enjoys his vacation periods on a farm which he recently acquired in Owen county.

JOHN R. CONNELLY

MR. CONNELLY had answered the call for empty "flats" a good many years in Terre Haute and vicinity before he engaged in the filling of them himself. This was when he occupied a position in the freight department of the Chicago and Eastern Illinois and the Evansville and Terre Haute roads. Now he knows just what it means to be "shy" several cars when they are badly needed. The coal business is so closely related to the railroad business that it was comparatively an easy thing for Mr. Connelly to turn his attention to the former, after long years of service in the traffic world. Terre Haute owes considerable to the coal industry, and the railroads have done their share in developing it to the present proportions.

Thirty-five years ago Mr. Connelly came to Terre Haute He was very small at the time and it was his first visit here. He soon adapted himself to his surroundings and has been able to get along very well. He began his railroad career as a messenger boy for the Chicago & Eastern Illinois railroad and held his first position of any importance in the freight department. After ten years in the freight end of the business he was promoted to the general agents' office. In 1894 he became commercial agent of the Evansville and Terre Haute and the Chicago and Eastern Illinois and was promoted to the position of general agent June 15, 1895. Mr. Connelly took care of the interests of the two roads in Terre Haute in this capacity until he resigned in April, 1905. It was then that he became a partner with George J. Nattkemper in the coal business. The firm is sales agent for the Southern Indiana railroad and is one of the best known in the city.

Mr. Connelly is an Elk, a member of the Knights of Pythias and Knights of Columbus.



MYRON A. BOOR

DR. MYRON A. BOOR was born at Staunton, Clay county, Indiana, in 1872. After completing his work in the graded and high schools he studied medicine at the Indiana University and the Polyclinic of New York City.

HARRY L. KINSER

IF we should tell a stranger that Harry L. Kinser gains his livelihood by digging in the earth, or, rather, by watching and directing the other fellows while they do it, he might get the idea that Harry is either a miner or an oil speculator or a gas man or an artesian well driller or a farmer, or one of a dozen other kinds of workmen whom that expression would quite accurately describe. But he isn't. True, he was a minor until he reached his majority, but then he quit off short. Mr. Kinser is connected with the Kinser Construction Company, and to him falls a great deal of the work of superintending large contracts at various points in the country. The operations of the Kinser company are chiefly in the line of building sewer systems, parks, paving streets, building railroads, etc. In fact there is hardly anything too big for the concern to undertake and carry through successfully. The company is constantly busy handling big contracts of this kind, and, as a consequence, Harry has to keep moving.

Mr. Kinser is a Terre Haute product but is guilty of having lived in Muncie for a time, where he attended school. In 1892 he engaged in the contracting business with his father and his brother, William Kinser. At present the firm is handling a large contract for the Southern Indiana railroad, building the biggest portion of the Chicago division and the enitre Indianapolis division of the road. Mr. Kinser is vice-president of the firm and is watching the building operations of the road most of the time in Illinois.

Mr. Kinser is a baseball and polo fan and knows both games quite thoroughly. When not too busy he will discuss either subject with you. He is a member of the Elks, No. 86, and is also a member of the Knights of Columbus.

FRANK W. RAY

AFTER January 1, 1905, Mr. Ray, whose excellent likeness we present here, will be the man to take your "fives" at the court house. He is the county treasurer-elect and has already familiarized himself with the most important duties of the office. Once before the taxpayers had a Ray for county treasurer. This time it is the son that is honored. C. A. Ray was treasurer from 1880 to 1884 and filled the office with credit to himself and his friends. The son, Frank, gives every promise of doing as well.

Mr. Ray is not ashamed of the fact that he was born on a farm in Riley township. To be exact, the date was March 1, 1873. Frank was a small boy when he came to Terre Haute in 1880, at the time his father assumed the duties of the office. He remained in Terre Haute just four years when he returned to the farm and followed the plow until he was ready to enter the Terre Haute high school. After three years in the high school the county treasurer-elect went to the Indiana State University where he took both the law and classical courses, graduating in 1901.

The year of his graduation Mr. Ray was appointed deputy treasurer under Mr. Clark and has been in the office ever since. He made a successful race for the nomination for treasurer and won out over his democratic opponent with several votes to spare. Mr. Ray is an Elk, a Mason and a member of the Knights of Pythias as well as the Wabash Cycling Club. He is an authority on duck hunting along the Wabash, and never fails to do a little shooting every spring and fall.

H. EARL WEBER

THE typewriter is the vehicle by which many a person has been carried to splendid success. Every little while we read of some plain, demure stenographer, succeeding in capturing her wealthy employer for a husband. Evidently these young ladies are tired of being dictated to by a horrid man and know that this is the only way to get a chance to turn the tables. There are several reasons for this. Take, for instance, an old bachelor, too much wrapped up in business to go out into society or in other ways mingle with the fair sex. Shut in his private room, a frown upon his brow, he dictates: "John Jones and Company, New York. Gentlemen: We have yours of—— what was the date of their letter, Miss Brown?" sternly addressing the girl with the machine and notebook.

"The sixteenth, sir," she replies sweetly.

He is looking directly into her deep, brown eyes, whose long, dark lashes droop as they meet his changed expression. He had never seemed to look at her before. To him she was suddenly transformed into a radiant, beautiful being, too heavenly, too precious to hear another word about John Jones and Company, or any other commonplace mortals. It is the beginning of the end. Soon a new girl is at the typewriter. Perhaps she will capture the chief clerk or the janitor.

Mr. Weber is the man who is back of all this sort of thing in the vicinity of Terre Haute, as he is the district representative of the Underwood Typewriter Company. Born and reared in Wabash, Indiana, he later resided at several points in the state, finally landing in Indiapanolis where he learned all about typewriters. He has been successful in selling a large number of the Underwoods in Terre Haute and locality. He has good reasons for proclaiming the Underwood the best machine on the market.

GEORGE OSCAR DIX

GEORGE OSCAR DIX was born thirty-one years ago in Prairie Creek township, Vigo county, on what is known as the old Dix farm, this farm having been in the family since 1836, during which time it has been occupied by his father, grand-father and great-grand-father. He is a great grandson of Elijah Thomas, who settled in this county in 1812, and who was one of its first county commissioners.

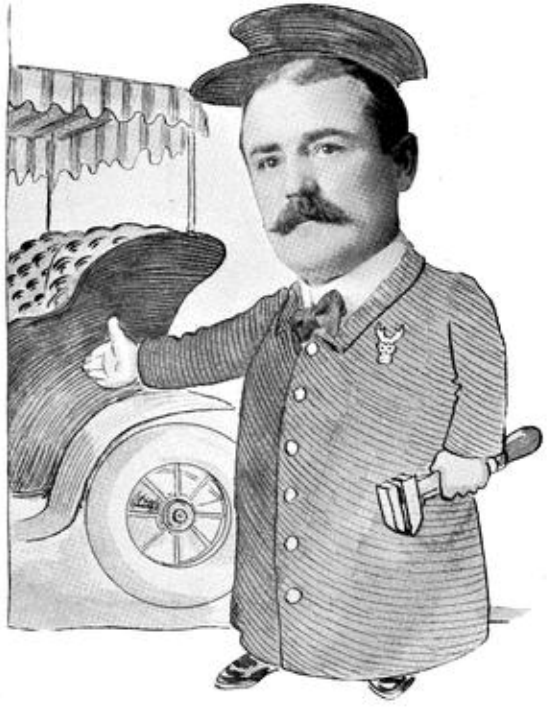
His father died when George was but four years old and with his mother, the only immediate member of his family, he moved to Terre Haute in 1890. He was graduated from the high school in 1893 and from the law department of the University of Indianapolis in 1898, having carried away the thesis prize from that institution. He began the practice of law in the office of Stimson, Stimson & Condit, with whom he had studied, and in 1900 opened up offices for himself at No. 509 1-2 Ohio street, where he is now located. Mr. Dix does not do any criminal practice, but confines himself exclusively to the civil law. He has given special atteniton to the laws of the various states and foreign countries relative to the creation and control of business corporations and he has a well selected library covering this subject. He has always stood for progression and the modern ideas in law and business. He has great faith in the future of Terre Haute and never loses an opportunity to assist in its advancement. He is a member of a number of the leading organizations of this city, among which are the Commercial Club, the Young Business Men's Club, the Country Club, the Terre Haute Literary Club and the Elks.

FRED B. SMITH

MR. SMITH has been experimenting so long in the automobile line that he has become an expert chauffeur and can repair his own machine when necessary. We have here a glimpse of the thirty-six horse power machine that Mr. Smith drives. He is not stingy about taking his friends out riding either. Perhaps this is the reason that he has kept swapping and buying until at this writing he has the biggest machine in town. Mr. Smith is one of the original auto cranks of Terre Haute and enjoys nothing better than a run on the country roads, where he can linger momentarily in the shade of the tall sycamores and get a scent from the new mown hay.

Mr. Smith came to Terre Haute from Mr. Bryan's state nearly a dozen years ago. In Nebraska City, Nebraska, Mr. Smith procured his first knowledge of the distilling business as an employe of the revenue department and was engaged in the manufacture of spirits there. When he came to Terre Haute he was associated with Mr. George Woolsey. Together they organized the Indiana Distilling Company and Mr. Smith became secretary of the company. The plant was sold to the American Distributing Company and Mr. Smith assumed the management at which time he also built the Majestic Distillery for the same corporation. Mr. Smith resigned his position in the fall of 1898 to organize the Merchants Distilling Company of which he is president and the largest stockholder. Recently a disastrous fire visited the plant. The ashes had no more than cooled when Mr. Smith was at work superintending the rebuilding.

Mr. Smith enjoys hunting and fishing and has a summer home at Burt Lake, Michigan, where he enjoys himself every season. He is an enthusiastic member of the local lodge of Elks, No. 86.



WILLIAM H. MORRIS

MR. MORRIS will never forget his first business experience in Terre Haute. He and his brother, Jefferson Morris had been engaged in the restaurant and bakery trade at Danville, Indiana. A good patronage had been established and at the opportune moment they sold out, coming to Terre Haute to invest their $1,400. A shrewd Yankee book agent scented something doing and struck a bargain with them. He engaged the Morris boys to represent two states for him in the book business. Possessing slight knowledge of this particular line, the $1,400 soon disappeared and $500 additional. This was a lesson they never forgot and pluckily the brothers went to work, accepting the first position that came their way. They met all obligations and were on their feet again within a short time.

Mr. Morris, who is seen here identified with the grocery business, was born in West Virginia, but moved to Kentucky, near Covington, when he was three years of age. Until he was nearly of age he managed his father's farm and other interests, engaging in some trading on the side. He joined his brother in the restaurant business at Danville, Indiana and then the disastrous book experience followed. While his brother, Jefferson, conducted a grocery store on Ohio street for two years, Mr. Morris went to his home. He returned and engaged in partnership with his brother and after three years became the sole proprietor, establishing himself at his present location where he has been in business ever since. Mr. Morris is ready to admit that there is no business more exacting, for he has not had a vacation since the store opened. He handles only first-class articles in the provision line, combining meats and fruits along with the staples.

Mr. Morris is interested in real estate and has unbounded faith in Terre Haute. If he has a hobby it is his love for fine driving horses. This is excusable, however, as he comes from Kentucky.

DOW R. GWINN

DOW R. GWINN will never forget his first experience as a timekeeper on a trench which was being dug for the water works company at Quincy, Illinois, his former home. It was his first position with a water works company and a majority of the men who did the digging were sons of Erin. It was approaching pay day and Mr. Gwinn was making a few inquiries.

"What's your name'?' he asked one of the workers down in the trench.

"Six days and three-quarthers, sor," was the unexpected reply.

"How long have you been at work?" was the next question.

"Teddy Waters is me name."

"Well, how do you spell it?"

Then Mr. Waters straightened up in the trench and rested his hands on his spade. Taking a square look at the timekeeper he said, "Spell it yersilf; that's phwat yez are gettin' paid for!"

This is one way Waters had of getting acquainted with the timekeeper.

Mr. Gwinn was born in Quincy, Illinois, in 1862. He had just completed the graded school's course when he began hustling. He "cubbed" in a printing office and cigar factory and finally landed in a candy manufactory where he worked his way up to a responsible place and then went to work for the Quincy Water Works Company. He advanced rapidly and when he came to Terre Haute in 1901 he had been the secretary of the Quincy Company. He is president and general manager of the local company and is also general manager of five other water works plants located in Wisconsin, Minnesota and Kansas.

Since coming here a new settling basin has been installed by Mr. Gwinn and new engines placed, increasing the capacity of the local plant to forty-five million gallons daily though only four millions are needed now. Mr. Gwinn is foremost in all that pertains to a more beautiful city. He is interested in beautiful lawns and clean streets and would have all the bare and neglected corners of the city made more inviting by the planting of flowers. He is a director in the Young Men's Christian Association, the Social Settlement, the Light House Mission and the Terre Haute Chautauqua Assembly.

JOSEPH S. JENCKES, JR.

YOU would hardly suspect that Joseph Jenckes, Jr., chief clerk to Superintendent Downing of the main line division of the Vandalia, is an inventor. When not busy with the detail work of his position, or running the main line division in the absence of Mr. Downing, Mr. Jenckes is cudgeling his brain to invent a device that will add still greater speed and safety to railway travel. Ever since George Stephenson employed locomotive power on the Killingworth railway, in England, in 1814, there has been a steady and wonderful development in the railroad world. Mr. Jenckes is the inventor of a continuous crossing which may prove a great success. He enjoys delving into mechanics and enginering.

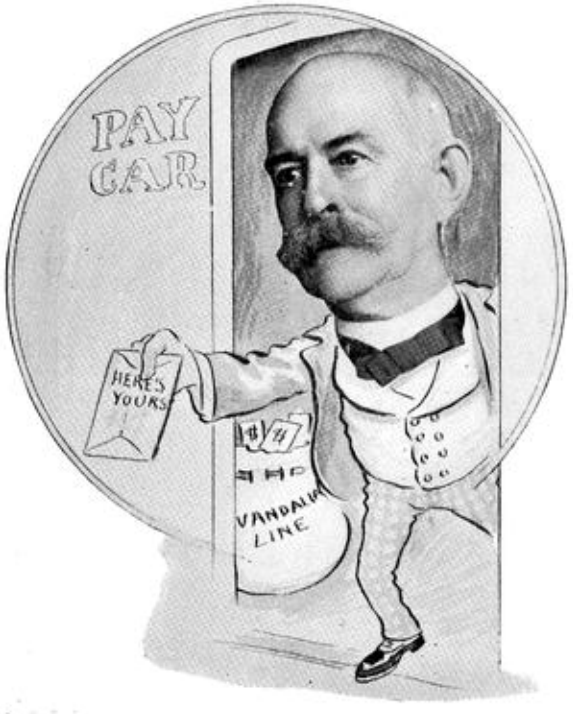
Mr. Jenckes was born in the biggest German town in the state of Iowa—Davenport. He left the odors of beer, sauerkraut and weinerwurst just as soon as he was old enough to travel and located with his parents at Indianapolis. Finishing his course of study in the public schools, he began to learn the printers' trade, but abandoned the art preservative when he had mastered the dots and hooks of shorthand. In 1894 he accepted a position in the office of Purchasing Agent Paddle, of the Vandalia, Indianapolis. He became a stenographer in Superintendent Hatch's office in 1896 and came to Terre Haute in 1899, to accept a place as stenographer in Superinetndent Miller's office. When Mr. W. C. Downing was made superintendent of the main line, in 1902. Mr. Jenckes was promoted to his present place as chief clerk.

FRANCIS C. CRAWFORD

MR. CRAWFORD, or "Major" Crawford, if you will—for he rightfully deserves the title—is just handing out an envelope to one of the fifty-five hundred employes of the Vandalia system. The boys along the line welcome Major Crawford just as heartily as they do their money. For thirteen days out of every month the Vandalia paymaster is on the road making glad the hearts of the employes, from the man at the crossing to the one at the throttle.

Mr. Crawford is a good fellow to know. He is interesting and has had lots of experience in this old world. He was born in Terre Haute October 13, 1839. He was a pupil of Weldon Modesitt at the Old Seminary and completed his education at Kenyon College, Gambier, Ohio. He was in Europe two years after leaving Kenyon and added to his collegiate course abroad. He had hardly returned to Terre Haute when he took up arms in defense of the flag and enlisted in the Eighty-Fifth Indiana Regiment of Infantry. He was placed on staff duty almost immediately and served as adjutant-general of a brigade and later was in the same position with a division. Major Crawford will never forget his two months' experience in Libby prison where he was held a prisoner. He got even with the Johnnies later when he made the march with Sherman to the sea. Upon being mustered out in 1865, Mr. Crawford engaged in the retail and wholesale shoe business for five years and then went into the railroad business. He has been with the "Van" for twenty-seven years, most of the time in his present responsible position.

Before the city began to put on airs, Mr. Crawford was a member of the old volunteer fire department and was captain of the Mohawk, one of the famous fire fighting machines of a quarter of a century ago. Of all towns on earth, the Major thinks Terre Haute the best of all. He is a Knight Templar and counts his friends not only in Terre Haute but everywhere the Vandalia pay car stops.



CHARLES ABBEY MEWHINNEY

THINK of the good Mr. Mewhinney does as a manufacturer of delicious bon-bons. He is probably entitled to as much credit for the large number of weddings over the country as any other single individual. Take for instance the case of the young man who has hopes of winning the heart and hand and millinery bills of the fairest damsel in the adjoining ward. Suppose he doesn't come right out and tell her what he's thinking about, but each evening when he calls, or at least on Sundays, brings her a box of Mewhinney's fine chocolates. No girl can withstand such treatment and especially when the young man assures her that life will be one continuous round of Mewhinney bon-bons if she will but marry him.

Charles Mewhinney has always lived here, having brightened the Mewhinney home in 1877 with his initial presence. He dutifully attended the graded schools and was persistent enough to win a diploma from the local high school. Then he went into the manufacturing confectionary business with his father and brother. He is the secretary and treasurer of the company and also sales manager. He travels a great deal, representing the incomparable Mewhinney chocolates and other delicious confections in Indiana, Ohio, Pennsylvania and the southwest. Down in Texas and Louisiana and Mississippi, Mr. Mewhinney has added to the fame of Terre Haute by selling the product of the local factory. Local agents are maintained in Seattle, Pittsburg and Chicago, which conveys an idea of the volume of business done by the Mewhinney Company.

Mr. Mewhinney is an Elk, a Mason and a member of the Young Business Men's Club. He enjoys horseback riding and plays golf frequently on the Country Club links.

JOHN M. HEDGES

THE picture doesn't illustrate what you would call an attitude of rest or repose. Mr. Hedges is seen here giving some of his employes a little help in lowering a safe from the fourth floor of the Grand Opera house block. There would be very little to chronicle if the rope should break. But just to prevent an accident, Mr. Hedges makes it his special business to see that his ropes and tackle are in first class condition. About all of the safes in town are loaded, and unloaded and hoisted and lowered by Mr. Hedges. It is better this way, because it gives Mr. Hedges something to do and no one else seems especially fitted to perform the task.

Mr. Hedges is a Hoosier by birth and has been a resident of Terre Haute for eighteen years. When he first came to the city he engaged in the selling of farm machinery and agricultural implements. Later he was associated with M. T. Hidden in the task of laying the dust on hot summer days and later gathered the dust from the merchants. Ten years ago Mr. Hedges established the Union Transfer Company. Five years ago he added a storage department to his business. In his warehouse he has a floor space of about ten thousand square feet and you can find everything stored there from a baby carriage to an automobile. Mr. Hedges has made a specialty of handling safes, pianos and other heavy articles and is well equipped in every way for the transfer business. He gives employment to a large number of men and keeps busy all of the time. In every way the Union Transfer Company is the largest business of its kind in the city and Mr. Hedges owes much of his success to hustling methods and prompt service.

Mr. Hedges is a member of the Knights of Pythias, No. 81, and the Commercial Club.

WILLIAM R. MATTOX

MR. MATTOX would have made either a preacher or a lawyer. The argumentative side of his nature is well developed and he has tackled some mighty big questions. He has not been averse to engaging in debate. The first, last and only public debate in which the doctor engaged was with a Campbellite preacher in the Armory a few years ago. It required three evenings for the debaters to argue pro and con on a weighty theological question and satisfy themselves that they were right. The auditors had nothing to say and showed remarkable courage by filling the Armory each night.

Dr. Mattox was born on a farm down in Orange county, Indiana. He taught eight terms of school and then began thinking about following some other profession. He imagined that he would starve to death if he quit teaching and then decided that he would starve if he didn't. He then attended the Kentucky School of Medicine, at Louisville. He practiced seven years as an undergraduate and completed his medical education at Rush Medical College Chicago. He then located at Youngstown, this county. In 1890 he was elected coroner on the democratic ticket and was re-elected in 1892. Upon completing his last term as coroner he began the practice of medicine in Terre Haute. The doctor is a member of the Vigo Medical Society, the Aesculapian Society, and is also on the Union Hospital Staff. His son, Earnest L. Mattox, is now associated with him, having graduated from Rush College this year.

Dr. Mattox is one of the Terre Haute physicians who enjoy the game of base ball thoroughly. He is an enthusiastic fan and attends the Athletic Park games when his time will permit. He is a member of Company No. 83, of the Knights of Pythias.

WILLIAM C. DORSEY

IT cannot be said of William C. Dorsey that he is afraid of hard work. Any one who has "scraped" for a living from Mexico to Ishpeming must be somewhat of a hustler. It takes plenty of sand and gravel to keep going and William has always been able to obtain a firm grip on the rails. even though he had a mighty poor start. A jolt or two on the gravel wagon now has no terrors for Mr. Dorsey.

Contractor Dorsey happened in Dubois county, Indiana, in 1663. When a very small boy he came to this city and began getting busy almost immediately. While attending the public school he sold newspapers, carried a route on the Express and eventually was the "devil" on that paper. He progressed further in the publishing business and ran the press. Next he took a course of study in a business college. Then he learned the machinist trade, and this was mainly responsible for him leaving Terre Haute and spending some years in other states where he picked up an excellent knowledge of men, ran a steamboat on the upper Mississippi, fired on a locomotive, learned civil engineering and something about contracting. Back to Terre Haute came Mr. Dorsey. For a time he worked for the city in its engineering department, was deputy state oil inspector eight years and then established himself in business as a general contractor. Mr. Dorsey.s business has reached big proportions and he does a business amounting to many thousands of dollars annually, and he employs a large number of men. His interests are extensive along other lines, mainly the drug business and farming.

In 1889 Mr. Dorsey was united in marriage to Miss Lilly Carpenter, of Brazil, who presides over a very comfortable and happy home on South Center street.

He is one of the best known lodge men in town, being a member of the Elks, the Knights of Pythias, the Maccabees, Masonic lodge No. 19, and several other fraternal and secret organizations.

ROBERT OWEN MILLER

FORMERLY, in English law phraseology, a roll was denominated a book. There is yet a close relation existing between a "roll" and books. Take, for example, Mr. Carnegie.

Mr. Miller, who we see here, is not concerning himself with a deckle edge work of literature, but rather the ledger—the important book of the modern business house. Mr. Miller is an expert accountant and knows the details of the bookkeeping system which enables the business man to ascertain just what condition his affairs are in.

Mr. Miller is sentimental enough to remember Bridgeton, Parke county, as the place of his birth. Although the place never became a thriving city, it is remembered as a place where many happy days were spent by the barefooted boy, who could hop out of town in a minute and find himself in a blackberry patch, or enjoy a chase after a ground squirrel. At nineteen years of age Mr. Miller came to Terre Haute. He accepted his first position in the Hoberg, Root & Company store as bookkeeper and after ten years of service became a member of the firm. He was in the dry goods business until 1904, when the Root stock was sold.

There is not a more enthusiastic member of the Knights of Pythias in the town than Mr. Miller. It can truly be said that the Uniform Rank is his hobby. At present he is first lieutenant of Company No. 3, the oldest active uniform rank company in the world. Mr. Miller has participated in all of the big drills held by this famous company and has served from the ranks through every position up to his present one. Any form of military tactics takes the eye of Mr. Miller. Outside of his pleasure found in military affairs, Mr. Miller probably enjoys shooting the best.

WILLIAM F. CRONIN

HERE is disclosed to the view of the unsuspecting the interior of a "scoop" factory. Far be it however, to convey the impression that this is any subsidized section of the tool trust. W. F. Cronin is the city editor of the Terre Haute Tribune-Gazette. His tenure of office is of a most tenacious temperament, as it has survived about a half a dozen changes in management of that paper.

W. F. arrived one bleak January night twenty-seven years ago. The stub-toe and short pants epoch was weathered without any conspicuous distinction, the young man having all that he could do in stifling two consuming ambitions. If he couldn't be a dog catcher, he intended on another route to fame—that of conductor on a street sprinkling cart. His education he pilfered from the parochial and high school of the city, he never having attempted to molest any of the institutions of higher education. The great school of experience, however, found him an early and insistent applicant and, as he explains himself, he is still taking the post graduate course in the primer class. The subject of this sketch modestly admits to an inventive turn of mind and his development of the burglar proof egg and non-collapsible macaroni attracted attention to him long before he became conspicuous in the world of journalism. Mr. Cronin was precipitated into the vortex of business by way of a real estate office, but ere two weeks had elapsed he became convinced he had a message to deliver. Whether to deliver it by the Western Union or the Postal, vexed him. Then it was that a bright light broke in upon him. He'd deliver it himself. Why not? This explains his debut into newspaperdom. Mr. Cronin's style is something between that of Horace Greely and Thomas Lawson, but he exonerates both of these gentlemen entirely. Its effectiveness, however, goes without question when are recalled his memorable campaign against the embalmed beef at the press club's banquet and his advocacy of a navigable Wabash with ball bearing, rubber tired boats. Altogether his brief sojourn here has been crammed with affairs momentous, satisfying enough in themselves to allay any remorse over the stulted aspirations of the dog-catching-street-sprinkling era.

SAMUEL PRAGER

MR. PRAGER was born in Vienna in 1867. While he was yet a small boy he decided that he would like to learn the jeweler's trade. His father was consulted and the young man became an apprentice, the parent being obliged to deposit one hundred florins in advance each year to insure the employer against all damage done by the beginner to tools and goods. Mr. Prager worked four years for this jeweler and at the end of that time wanted his certificate showing he was a full-fledged jeweler. The old world custom again came into play. The apprentice was obliged to work in fourteen different cities, getting letters from the jewelers he worked for, showing his proficiency. With these fourteen signatures, Mr. Prager again presented himself to the jewelers union and was granted his much desired diploma or certificate.

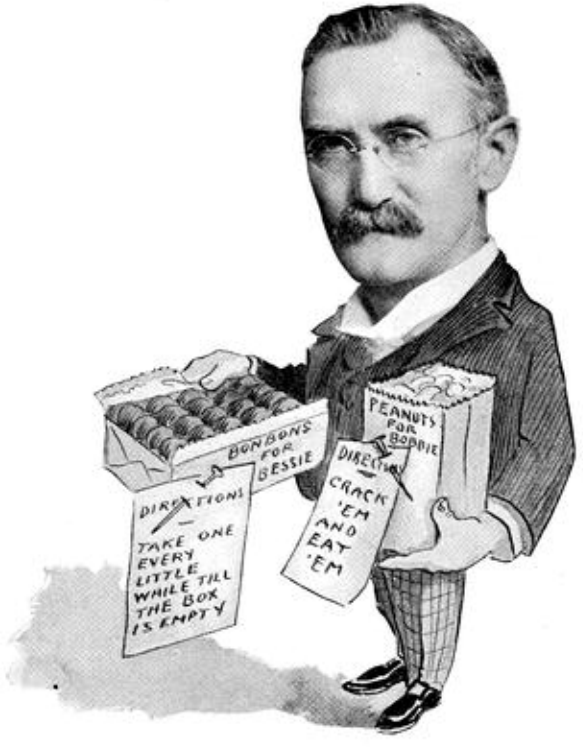
At eighteen years of age, Mr. Prager left Vienna and came to the United States and located in Chicago, working at his trade. His skill in watch making aided him in procuring a position as inspector of watches in the Elgin factory, where he remained eighteen months. Then he went east, locating in Pittsburg where he gained his knowledge of the retail business. In 1900 Mr. Prager opened a workshop in a small room on the second floor of the Erwin block. Then he moved to the White block, securing two rooms. His business began increasing and another move was necessary. This time he opened a store at No. 507 Wabash avenue. With a volume of trade constantly expanding, larger quarters were necessary and Mr. Prager opened in his present location, No. 406 Wabash avenue, over a year ago. The beauty of the Prager display windows excites the attention of every passerby, testifying somewhat to the artistic ability of Mr. Prager. His artistic temperament is not confined to decorating alone, for Mr. Prager is a musician of no mean ability and is an accomplished performer on the flute. He is a great lover of music and enjoys the acquaintance of a number of noted artists. Mr. Prager has been to Europe twice since leaving there, making one trip as a representative of the H. A. Langton Company and selling gun stocks to the war departments of foreign governments.

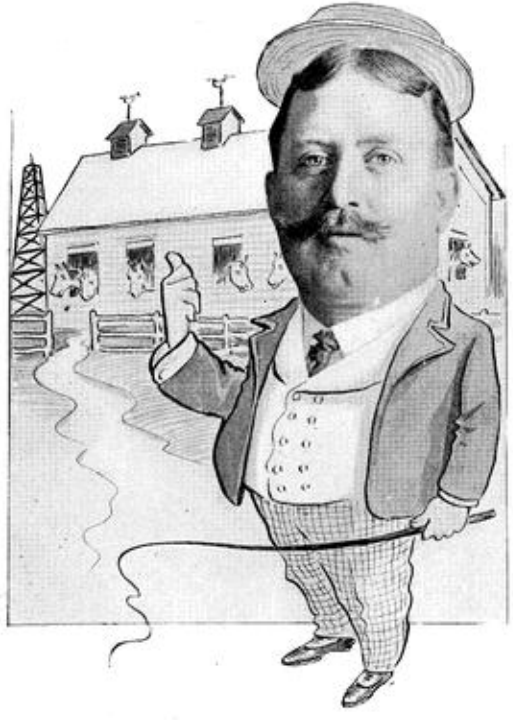
EDGAR L. LARKINS

AS Dr. Larkins is a great lover of children we are not surprised that his prescriptions for them are of a mild kind. Nothing would please Johnnie better than a box of chocolates or some peanuts when he is suffering from a badly stubbed toe, and a box of bon-bons would be just as suitable for Nellie, if she was compelled to remain indoors because she had an attack of the measles. Dr. Larkins is just as kind to dumb animals as he is to children, and the horse that draws him about on his calls is always sure of good treatment and works just a little bit harder on that account. However, we naturally expect kindness and sympathy from a physician. Sometimes his opportunities for humanitarian work exceed those of the preacher.

Dr. Larkins can be counted among the great army of men who have come to the city from the farm and are filling good positions in the commercial and professional worlds. He was born in Honey Creek township and did not leave the farm until he was twenty years of age. In the meantime he had attended the Terre Haute high school and taught school two terms. He was ambitious to become a physician and began his studies in the office of Dr. Link, remaining with him one year. Then Dr. Larkins entered the Medical College of Indiana, graduating in 1878. For one year he was associated with Dr. Link in the practice of medicine and then located at Staunton, Clay county, where he remained five years. He returned to Terre Haute at the expiration of that time and has been pretty busy ever since administering to the wants of the ailing.

Dr. Larkins is a member of Masonic lodge No. 19, and Fort Harrison lodge of the Odd Fellows. His offices are in the Rose Dispensary building.


BON BONS FOR BESSIE
DIRECTIONS
TAKE ONE EVERY LITTLE WHILE TILL THE BOX IS EMPTY
PEANUTS FOR BOBBIE
DIRECTIONS
CRACK 'EM AND EAT 'EM



JAMES A. CRAWFORD

FOR several years Mr. Crawford was the only oil magnate that Terre Haute had, but as the production from the local wells did not enable him to monopolize the market as did Mr. Rockefeller, no hard feelings exist on the part of the public. Since Mr. Crawford has gone out of the oil business he is giving some attention to his ranch in North Dakota. He has always thought pretty well of horses and is engaging in the ranching business on an extensive scale in the northwest. He is able to tell the difference between a Clydesdale and a Shetland, or between a Galloway and a hairless Mexican dog. In North Dakota he will show the natives how to raise horses that will sell well in the eastern market.

Mr. Crawford was born and reared in Terre Haute. He attended school at Pottstown, Pennsylvania, and on returning home engaged with his father in the iron mill business, occupying the position of shipping clerk at the Wabash Mill from 1891 to 1899. When the Republic Iron and Steel Company purchased the Crawford mills, Mr. Crawford was puddle boss for the trust until 1903, when they abandoned the plants here.

Since that time Mr. Crawford has been engaged in the oil business and other different enterprises. He is associated with several other prominent Terre Hauteans in the North Dakota ranch and will give special attention to the breeding of first class horses. Mr. Crawford is a member of Masonic lodge No. 19.

JOHN E. PEYTON

DISCRIMINATING dressers are aware that good shoes are always a requisite. The development in the shoe business has been remarkable. It was a long step from the cowhide boot to the congress shoe and we are not surprised now when we see shoes of all kinds and colors. We have the black shoe, the red, the tan and the white. There is a foot for every shoe but not a shoe for every foot. In some parts of the world the people are still going barefooted, but not in Terre Haute. Mr. Peyton is one of the shoe dealers who looks especially after the wants of the residents of the east end. He makes a business of selling shoes only, and has had experience enough to believe that he knows how to fit people's feet in good style.

Mr. Peyton was born on a farm in Parke county, near Belmore, and when six months of age moved into Sullivan county. Here he communed with nature until he decided that he would teach school. He attended the Central Indiana Normal at Danville and for several winters used his knowledge in training the young hopeful in the elements of arithmetic, geography, history and other branches. Eight years ago Mr. Peyton arrived in Terre Haute and went into the wholesale shoe house of J. H. O'Boyle. He remained with the firm as shipping clerk until it went out of business and then engaged in business with his brother, W. P. Peyton, at Paxton, Indiana. A fire destroyed their merchandise store and they returned to Terre Haute, establishing the only exclusive shoe store on East Wabash avenue.

About the biggest hobby Mr. Peyton has is admiration of a good horse. He enjoys driving and is usually behind a good stepper when business hours are over. He is a member of Amico lodge of the Odd Felolws and loyal to the interests of the east side.

SAMUEL D. ROYSE

MR. ROYSE is stuck on the law business. The picture shows him in that interesting attitude.

He determined on this profession some time ago and was absent from Terre Haute for several years laying the foundation for his legal career. If the reports are true which echo from the schools that Mr. Rosye attended, he has all of the requirements to make him successful.

Mr. Royse was born in Terre Haute in 1878. He was bent on taking advantage of the educational opportunities afforded him and was graduated from the Terre Haute high school in 1896. Then he went to Indiana University where he spent one year. Next, Mr. Royse entered Amherst College where he spent three years, graduating in 1900. Mr. Royse was a member of the Delta Kappa Epsilon society while at Amherst and was also deeply interested in athletics. He played football on the college team and also figured in baseball affairs. He received the degree of A. B. at Amherst and in order to obtain his legal education entered Columbia University, from which institution he was graduated in 1903. Mr. Royse was a Phi Delta Phi at Columbia and was an associate editor on the Law Review. He returned to Terre Haute after his graduation and became a partner with Mr. P. M. Foley in the practice of law.

Mr. Royse is one of the best known young lawyers of the town. He is a member of the Young Business Men's Club and the Country Club.

M. ROY LAWRENCE

OF all the arts which give the greatest pleasure to the greatest number the art of music stands first. This has been recognized from the earliest days, when man learned to play the simple reed pipes and to chant in musical numbers his noblest thoughts. The ancients rightly recognize a god of music who presided over this art and inspired the loftiest strains. There is no doubt if one will study the anatomy of the vocal organs and recognize the wonderful delicacy and adaptibility of the parts which go to form sound, that man has the most wonderful musical organ imaginable. Experience has shown that it is capable of the highest cultivation.

There are many who have, both by natural endowment and long training accomplished wonderful results. Mr. Lawrence is a great lover of music and we are reminded of a very clever musical production entitled "Anchored" which was given by the Elks some few years ago. While Mr. Lawrence modestly disclaims any great musical talent, he had much to do with directing the rehearsals and bringing about the results that made the piece a hit with the pubilc. The artist has caught Mr. Lawrence as he might have appeared in the role of musical director.

It has not been so very long ago since Mr. Lawrence came to Terre Haute. To be exact he made his appearance here September 19th, 1880. Like all boys, he attended the graded schools, and like a great many other boys, he attended the high school, but did not wait for a diploma. Upon leaving school Mr. Lawrence went into business with his father and is now secretary and treasurer of the Terre Haute Laundry and Dyeing Company. Just recently he took unto himself a wife, Miss Catherine Scott Braman, one of Terre Haute's best known young women. Mr. Lawrence is a popular member of the local lodge of Elks.

FRANK M. BUCKINGHAM

FRANK M. BUCKINGHAM, city clerk and ex-officio comptroller, had a narrow escape from becoming an actor. Because a diet of grease, paint and make-up material did not agree with Frank, he left the glare of the calcium and decided to work for a living.

Undoubtedly possessed of histrionic ability, it was perhaps fortunate for Mr. Buckingham that his first experience on the road with a ten-twenty-thirty-cent aggregation was disastrous. It is more profitable to be city clerk than to win the plaudits of the "hoi polloi" in such productions as "Hobbies," "Ta-ra-ra Boom-de-Ay," "Confusion" and "A Texas Steer."

Mr. Buckingham is not averse to telling his age. He was born in 1868. He completed his work in the common grades and was in the high school just one day. After being reprimanded for his failure to get a Latin lesson Mr. Buckingham secured a business college training and tackled life with a vengeance. For several years he was a bookkeeper in well known establishments and was appointed deputy clerk under William Hamilton in 1898.

In 1902 he was the choice of the republicans for the position of city clerk and comptroller and was re-elected in 1904. Mr. Hamilton has managed the affairs of the office in a very satisfactory manner.

He finds his greatest recreation in hunting and fishing and when the opportunity offers, is out with rod and gun. He is a popular Elk and is a member of the Uniform Rank of the Knights of Pythias.

OMAR CONDIT MEWHINNEY

NO organization in recent years has enlisted such hearty support from the young men of the city as the Young Business Men's Club. The club has an influence that is greatly felt in affairs municipal. Its object, that of promoting more sociable relations among the younger business men, has been already fulfilled, though its organization dates back but a little over one year. Mr. Mewhinney, whom we see here in the president's chair, was one of five young men to promote the formation of the club and was its first presiding officer.

Mr. Mewhinney was born in Indianapolis but came to the "Pittsburg of the West" when he was in short dresses. He received his education at the high school and the Rose Polytechnic Institute, graduating from the latter school in 1891 in the mechanical engineering course. He engaged in the manufacturing business with his father immediately afterward. the A. B. Mewhinney Company now being recognized as one of the largest candy manufacturing establishments in the middle west. Over one hundred and fifty persons are given employment and a fine grade of confectioners' goods is turned out. The product is to be found in every part of the United States, the chocolate creams achieving a reputation second to none other. Mr. Mewhinney is vice-president of the company and is also vice-president of the Mewhinney Land Company.

The technical training received by Mr. Mewhinney has been put into practical use in the management and conduct of the factory, the entire steam plant having been installed under his supervision. Mr. Mewhinney is a member of the Masonic lodge, No. 19. He enjoys hunting and fishing and indulges in these sports whenever the opportunity is afforded.

JOHN W. PARKS

MR. PARKS, chief clerk in the office of superintendent of motive power of the Vandalia, has been caught by the artist taking a momentary rest. He has probably just finished making out a requisition for a lot of new material which will include a bunch of car wheels, an engine or two and some new working tools. There is a whole lot to look after in the railroad business and in this particular office Mr. Parks engineers matters very evenly.

Mr. Parks' experience has been like that of a great many other railroad men who have stuck with the business and have been looking ahead to better things and places of greater responsibility. His railroad work began in the vicinity of his birthplace, Uhrichsville, Ohio, in the famed Tuscarawas valley. When he decided to be a railroad man he began at the bottom. He accepted a position as a blacksmith's helper in the Dennison shops of the Pennsy system in 1891. He kept his eyes open and made himself valuable. Mr. Parks was selected as the man to introduce the piece work system in the Vandalia shops here and began his task in 1897. The officials were so well pleased with him that he was promoted to the position of storekeeper at the shops. Next he was chief clerk to the master mechanic and became Mr. Arp's right hand man in June, 1901.

Mr. Parks is almost too busy to indulge in any hobbies and is thoroughly in love with the railroad business. He has many good friends and recently became a member of Social Lodge of the Masons.

JAMES E. PIETY

JUDGE PIETY began the study of law after having acquired a knowledge of agriculture and some experience as a country school teacher in Illinois. When he began the perusal of Blackstone in the law office of Golden & Wilkin at Marshall, Illinois, he had received a training that fitted him very well for the profession he had in view. That he has succeeded is shown by his elevation to a place of dignity, authority and grave responsibility.

Judge Piety is a native of Prairie Creek township, having been born there in 1857. When he was eighteen years of age he went to Valparaiso where he entered the Normal school and prepared himself for teaching. For the next five or six years he taught school in Illinois and then began to study law. He passed the required examination before the supreme court of Illinois and located in Terre Haute. For one year he was in the office of Davis & Davis and then formed a partnership with Attorney J. P. Stunkard. He was elected prosecutor by the republicans in 1888 and when his term expired became a partner with his brother, Attorney J. O. Piety. This partnership was continued until Mr. Piety was elected circuit court judge in November, 1896. He was again honored by the voters of the county in 1902. During the nine years that Judge Piety has been on the bench he has not had a decision reversed by the supreme court, and but two by the appellate court. The civil, criminal, probate and juvenile business of the court has grown with the increasing population of the city and has given the judge a vast amount of work, but he has remained the same—always genial, courteous and gracious.

The judge is a lover of hunting and fishing and enjoys these recreations during his vacations. He is a member of Euclid lodge of the Masons, is a Knight Templar, an Odd Fellow and of the Elks lodge, No. 86.

THOMAS R. WOODBURN

TALK is cheap. Not all kinds of talk, nor too much of the right kind, but just enough. A good salesman can use the right kind of a talk to a prospective customer, but when he comes to put that talk into print he is unable to present it in as forcible a manner as when he is face to face with the customer. Mr. Woodburn can present your talk in a printed form that will be convincing and to the point; that will sell your goods just as well as your good salesman can and at less expense. A good talk is not necessarily a business-getter just because it is printed, but its value, Mr. Woodburn will tell you, depends entirely upon how it is printed. It makes no difference how good your argument is, if it is talked or printed poorly, it is expensive; but if it is talked or printed right, no matter what it costs, it is cheap.

Mr. Woodburn has been identified with the printing business ever since he was a boy, and as secretary and treasurer of the Viquesney Printing Company keeps hammering away at the doctrine of judicious and good printing. The Viquesney Company, of which Mr. Bert Viquesney is president, has had a remarkable growth in the time that it has been established. Binding, printing and blank book work are the specialties and excellent facilties for turning out all kinds of ledger, journal, rule book, and catalog work, has given a great impetus to the business. The volume of trade at the new printery has increased five times since the first wheel was turned, and new machinery has been added almost monthly. Printing is secured in twelve different counties and a specialty is also made of railroad printing.

Mr. Woodburn, whom you see here giving some timely advice about your stationary, was born in Clay City, but has lived in Terre Haute since he was a small boy. Immediately npon leaving the high school he became associated with Mr. Viquesney and has served a thorough apprenticeship. Mr. Woodburn is identified with the Young Business Men's Club, the Manufacturers Club and is also an Odd Fellow, being a member of Amico lodge.

FRANK E. HOERMANN

ONE would naturally think that a dealer in seeds would know a lot about growing them, but Frank Hoermann blushes when any mention is made of the famous onion patch that he was interested in two years ago.

He associated himself with two other well known business men in this venture and ten acres of onions were planted. A small army of boys set out the onions and after several strikes the mammoth task was accomplished. For a time the onions were cultivated and then the owners waited just long enough to give the weeds a chance. A mower was run over the patch two or three times but the deadly weeds had gotten in their work and visions of an income passed away. The following year, another man who rented the same ground reaped a harvest of young onions and profited from the labors of those who were out the rent and the sets. The onion sets were good, however, for it is an old saving that "if it's from Hoermann, it's good."

Frank Hoermann was born in the state of Wuerttemberg, near Heilbronn, Germany. He came to the United States when he was fifteen years old believing that greater opportunities existed in the land of your Uncle Samuel. His judgment proved very good. He first located at Lawrence, Kansas, entering the employ of an uncle, and after six months in the land of Sockless Simpson he came to Terre Haute. As a boy he sold newspapers in Terre Haute and worked for a while in one of the overall factories. In 1890 he secured employment with J. A. Foote, who was conducting a seed store on Ohio street. In 1898 Mr. Hoermann and Mr. John Cleary purchased the store from Mr. Foote and continued in partnership until 1903, when Mr. Cleary retired. Frank Hoermann has met with good success in the wholesale and retail seed business and everyone who knows him admits that he is deserving of it. He is deputy grand knight of the Knights of Columbus, a member of the Young Men's Institute, the Commercial Club and the Retail Merchants Association.

MALACHI R. COMBS

THE artist has emphasized the mightiness of the sword in the case of Dr. Combs. It's an old law that the pen is mightier than the afore-mentioned weapon, but no question has ever been raised about the efficiency of the surgeon's knife. Dr. Combs does not perform operations with this sword. It was given to him in an interstate contest of the uniform rank companies of the Knights of Pythias at San Antonio, Texas. As a lover of military tactics, Dr. Combs takes first rank among the physicians, being one of the most active members of Company No. 83, Knights of Pythias.

Dr. Combs had the good fortune of being born in Ohio but congratulates himself that he had the better fortune of becoming a resident of the old Hoosier state. He was born at Hamilton, but moved to Indiana with his parents when he was very small. He located at Mulberry, near Frankfort, and attended the high school in the latter city. He was a student at Butler college, Irvington, for a time and secured his medical education at Rush Medical College, Chicago, and the Indiana Medical College at Indianapolis, graduating from Indiana Medical in 1885. He began his practice at Kentland, but on account of poor health went to sunny Texas, where he built up a nice practice at Dallas. It was shortly after the World's Fair at Chicago that he visited Terre Haute and decided to make this his home.

While in Texas the doctor was captain of both the Dallas and San Antonio companies, Knights of Pythias. He had organized and captained the Kentland Company and when becoming a Terre Hautean was soon the captain of No. 83. He has participated as commanding officer in prize drills at Indianapolis, Detroit and San Francisco. The doctor is a Mason and also an Elk. He is a lover of all outdoor sports and is a dyed-in-the-wool baseball fan.

WICKLIFFE P. RAY

THERE are still a number of persons who enjoy riding in a vehicle that has for its motive power a good looking horse. The automobile has not put the carriage dealers out of business by a long way. The very fact that there is a greater demand than ever for high class vehicles shows that the autos are not decreasing the popularity of the carriage, and it isn't old-fashioned by any means to be caught riding in a Stanhope as we see Mr. Ray. To be frank about it, there are any number of persons who wouldn't mind owning most any kind of a carriage that would take them out into the country where a sniff of real fresh air can be had.

For nineteen years Mr. Ray lived on a farm in Riley township and then he came to the Vigo metropolis. He spent one year in the high school and then joined his father at Indianapolis in the live stock business. Concluding that Terre Haute was a good place to live in, Mr. Ray returned six years ago. As a salesman he was employed with Fouts & Hunter for two years, with another firm for one year and then went into the vehicle business with his brother, Frank Ray. The firm met with success from the start and the Wabash avenue repository is now the largest in the city. Four floors are utilized and the best grade of vehicles is to be found in the Ray establishment. A line of light farming implements is carried but a specialty is made in the selling of vehicles made by the best known manufacturers.

Mr. Ray was born on Washington's birthday in 1877, and is intensely patriotic as a consequence. He is a well known member of the Elks, No. 86, and of Amico lodge of Odd Fellows.

ALEXANDER G. CAVINS

RENOWN and fame were achieved in a single day by Mr. Cavins during the session of the Indiana Senate last winter. Some other senator had proposed an amendment to a bill which pertained to the qualifications of voters, when Senator Cavins, in a jocular mood, proposed that the word "male" be stricken out. His suggestion was greeted with applause and when the feminine population learned of the senator's motion he became the most popular representative in the Indiana Legislature. The measure came very near passing as Mr. Cavins suggested, and the men of Indiana had a narrow escape.

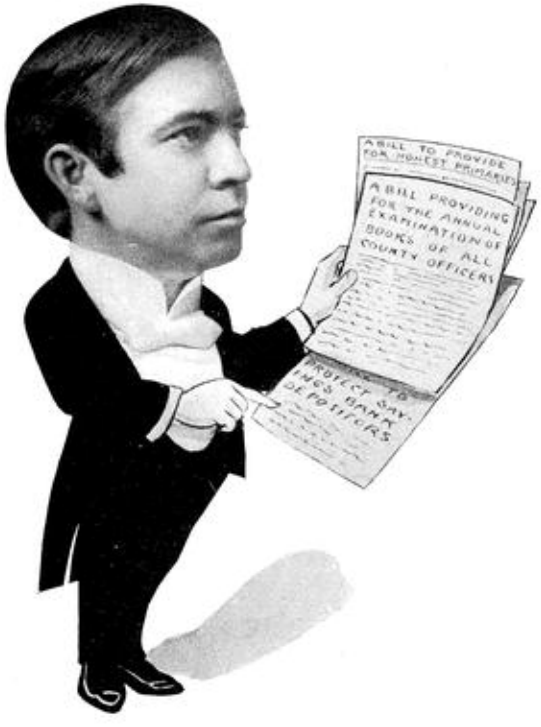
Had Mr. Cavins tried ever so hard he could not have avoided being a lawyer. Several members of the Cavins family have been distinguished lawyers in southern Indiana. They have made their mark in the world as successful practitioners. Mr. Cavins was born in Sullivan county. He attended Wabash College and began the study of law in the offices of Hays & Bays in Sullivan. He gained his first renown as a politician by making a remarkable race for the office of prosecutor when he was nominated by the republicans of Sullivan and Greene counties. Mr. Cavins was barely past twenty-one years of age; he had just been admitted to the bar and his candidacy was taken as a joke by a great many people. The young attorney was in a hopelessly democratic community, but he started to making speeches and shaking hands. The results were very gratifying when the votes were counted. Mr. Cavins ran 1,100 votes ahead of Mr. McKinley, but failed to get the office.

The senator came to Terre Haute in 1896, forming a partnership with Attorney Alvin M. Higgins. He was elected county chairman in 1902 by the republicans and conducted a vigorous campaign. In 1904 he was elected state senator by a comfortable majority. As a senator he occupies places on several important committees, among them the educational. His wife was formerly Miss Alice Weinstein, of Terre Haute. He is the father of two pretty children. He enjoys "playing with the baby" and this is one of his greatest hobbies.

WILLIAM L. ARNETT

SO far no one has had to put his effects into the city hall and go to jail for lodgings. There are too many real estate men in Terre Haute to permit of anything like this happening, though it is admitted that frequently it looks as though Terre Haute would experience a house famine. Mr. Arnett is one of the men whose business it is to encourage the buying of lots and the building of houses. He does not believe in exaggeration but talks hopefully of Terre Haute because of its unbounded resources—its manufacturing, its healthfulness and a hundred and one other things that make it a desirable city in which to live. After you have bought a lot, and built the house, Mr. Arnett will insure you against any possible loss by fire, water or tornado. This is his business and he does not care who knows it.

Perhaps you have noticed that Mr. Arnett is a very healthy looking real estate man. He took a course in physical culture down in Sullivan county. In fact he was born on a farm in that county and remained there until he was twenty years of age. He attended a commercial college in Terre Haute and his first office position was with C. C. Smith & Sons. Mr. Arnett was with this firm for five years, accepting a position next with the I. H. C. Royse Company. He gained his first knowledge of real estate and insurance with this firm. In 1901 he accepted his present position with Mr. J. A. Dailey, having charge of the insurance, rental and real estate end of the business. Mr. Arnett is one of the dealers who believes in advertising just what he has for sale and thinks the bargains should be just a little bit better than advertised. He has met with good success in his special line.

Mr. Arnett is a member of Euclid lodge of the Masons, Amico lodge of the Odd Fellows, the Encampment and Vigo Tent No. 43 of the Maccabees. He is not a faddist in any sense and likes baseball somewhat better than any other outdoor game.

A BILL TO PROVIDE FOR HONEST PRIMARIES
A BILL PROVIDING FOR THE ANNUAL EXAMINATION OF BOOKS OF ALL COUNTY OFFICERS
A BILL TO PROTECT SAVINGS BANK DEPOSITORS

JAMES S. BARCUS

WHILE the American Publishers Association has heaped honors upon him, while political recognitions galore have been showered at his feet, while lawmakers and the tribunes of the people have lavished him with evidences of confidence and regard, while public gatherings at home and abroad have hung on words and been swayed by the mastery of his pen, still Senator James S. Barcus is now and ever will be known as the first president of the Terre Haute Press Club. History has been interrupted by one banquet of the club, just one, and the senator paid the deficit. Thus is explained the potent fame that sends his name echoing down the corridors of time, the Charybdis that engulfs all other fames. Greece has had her Demosthenes; Rome, her Cicero; England, her Burke and Pitt; Columbia, her Webster and Ingersoll.

But none of these can lay claim to the two distinctions of having been a foremost statesman and at the same time serving the Terre Haute Press Club as her president.

Mr. Barcus is a native of Sullivan county, Indiana. His early days on the rostrum of the little red school house teaching the young idea how to shoot was an admirable training, fitting him for the greater world of business and statecraft in which he soon found himself launched. Even with his vast publishing business in New York, Mr. Barcus finds much time to give his newspaper property in Terre Haute, the Tribune-Gazette, and three times he has entered the arena of Fifth district politics as a candidate for the nomination for congressman by the republican party. His achievements in the general assembly, namely his banking law, his primary reform election law, his public health law, his railroad rate legislation enactment, all serve to illumine a brilliant career. Mr. Barcus threatens to usurp Chauncey M. Depew's position as the ideal post-prandial orator and his graceful and delightful efforts in this direction have made him a favorite at social gatherings. With all this, Mr. Barcus takes time to be a friend. Those who have enjoyed the privilege of knowing this side of the man, pledge their word it is as consistent and as readily shared as Providence's own free air.

WILLIAM H. BOYLL

MR. BOYLL is one of the three members of the board of safety. We see him here looking over the specifications for the paving of East Wabash avenue. Eighty years ago there was no board of safety and little thought had been given to paving of any kind, for Terre Haute was then but a pioneer settlement. East Wabash avenue was merely a straggling path, according to early historians, and a log cabin here and there was the most pretentious structure. Time, of course, has wrought wonderful changes. The straggling path became the National road, and the road became one of the principal thoroughfares of a thriving and bustling city. Now, the board will see that the street is paved with brick made from the best of Vigo county clay, and apologies to visitors regarding the appearance of the street will no longer be necessary.

Mr. Boyll was born in Linton township in 1856. He milked the cows, fed the stock, laid by the corn and helped in the harvest field until he was a boy of fifteen. Then he went into the brick and tile business for six years. After disposing of his interests in this line, he moved to Terre Haute and since then has been engaged in street building and excavating work, being in the employ of Foulkes & Forkes, well known contractors, for some time. Mr. Boyll was appointed to his present position on the board by Mayor Bidaman in 1904. Since the new board members were appointed to their places a great number of improvements have started and are now under way that will add to the attractiveness of Terre Haute as an up-to-date city.

GEORGE M. LINTS

BEING the chief of police in a city of sixty thousand people is no sinecure, especially when there are "lids" to be put on, vice to be checked, and criminals to be run down.

George M. Lints became a patrolman in 1892, being appointed by the board which was composed of Jacob Kolsem, Jacob Early and Matthew Sankey. He has tramped the streets day and night, through wet weather and through dry, for fourteen years as one of the guardians of the public safety, and the big star which he is now wearing fits very well. It is a poor sort of a policeman who does not hope some day to rise from the ranks and with the future in view the patrolman who became superintendent has always endeavored to do his duty.

The chief was born in Terre Haute in 1867. After graduating from the graded schools he spent seven years as a miller, learning his trade at Kidder Brothers' mill. For a time he was engaged in the grocery business with his brother at the corner of Thirteneth and College streets, and left that business to accept a place on the force. In 1901 Patrolman Lints became Sergeant Lints, and when Mayor Bidaman was elected to office the sergeant was the choice for superintendent.

When the great wave of reform swept over Terre Haute in 1905 (and there are a few who can yet remember it) the duties of the chief trebled. So far, Chief Lints has arisen to every emergency and has not hesitated to carry out the orders of his superiors, who must always in a measure be influenced by the people when reforms are wanted.

ABRAHAM L. MILLER

THIS gentleman with the three links is a lawyer, but is interested in welding the chain more firmly in spite of the fact that it is somewhat antagonistic to his profession. This is the third year that Mr. Miller has served as district deputy grand master of the Odd Fellows and he seems to fill the position so well that there is no immediate prospect of a change. He has general supervision of sixteen subordinate lodges and eleven Rebekah lodges, representing a total membership running into the thousands.

In the morn of boyhood Mr. Miller received his first exercise on a farm near Rockville. He planted corn and he shucked it, he sowed wheat and he reaped it, and by thus doing made for himself a rugged constitution. This same constitution enabled him a few years later to command the respect of the biggest and meanest boy in the school room and he was never worried by a lack of discipline when he taught his four terms in Parke county. While he was teaching school Mr. Miller procured a copy of Blackstone and began the study of law. He had attended the Danville Normal school two years and when he had progressed far enough in his legal studies, he returned to Danville, making two years in one and graduating in 1896. He began the practice of his profession in Terre Haute. He was first identified with the law firm of Crane, Miller & Miller, and formed his present partnership in 1901. Mr. Miller has devoted a large part of his practice to abstracts, real estate and commercial law.

As mentioned before, Mr. Miller's greatest hobby is Odd Fellowism, and he fills a valuable place in the ranks of the organization which promotes Friendship, Love and Truth.

JOHN T. BEASLEY

THIS picture shows Mr. Beasley in the role of toastmaster. His theme is a "Greater Terre Haute," and it meets with favor. Mr. Beasley has always been optimistic about the old town and his predictions about the city's future seem correct. For five years Mr. Beasley served as president of the Commercial Club and he is in a position to know what the future holds in store, if energies are expended in the right direction.

Mr. Beasley is one of the busiest men in Terre Haute and this is one reason why he has met with success in his profession as well as in other lines. He was born on a farm in Sullivan county in 1860, and began teaching in the country schools at the age of sixteen. In 1880 he removed to the town of Sullivan and began the study of law in the office of Buff & Patten, being admitted to the bar in 1881. He was a member of the firm of Buff & Patten first and later purchased the interest of his partners, and then associated himself with Mr. A. B. Williams, the firm name being Beasley & Williams. The firm removed to Indianapolis in 1893, where Messrs. Beasley & Williams dissolved partnership. Mr. Beasley then accepted partnership with Mr. John E. Lamb of this city. Judge A. C. Sawyer became a member of the firm recently. Mr. Beasley has given much of his attention to corporation law. Industry and close application have given him an enviable place among the lawyers of the state.

He has served three terms in the Indiana legislature, representing Sullivan, Vigo and Vermillion counties in 1886, and Sullivan county in 1889 and 1891. During his legislative experience he was prominent as a leader on the democratic side of the house. Mr. Beasley is president of the United States Trust Company, a trustee of the Savings bank and a director in several of the largest corporations in the city. He is a member of the board of the Rose Orphan Home and also a member of the board of directors of the Young Men's Christian Association.

ALBERT ZABRISKIE FOSTER

MR. FOSTER is not a bit that way, but his middle name smacks just a little of aristocracy. The Zabriskies were a noted Polish family of noble blood that emigrated to New Jersey a number of years ago. The Fosters knew the Zabriskies, and hence the name for the son. Not a few had guessed the "Z" to stand for Zechariah. Mr. Foster has no end of fun in receiving his mail. Letters are addressed to Mr. A. B., Mr. A. C., Mr. A. W., etc. When the postoffice clerks are in doubt they send the letter to Mr. Foster.

Mr. Foster is a native of Orange county, New York, one of the good old counties in the Empire state that is noted for good butter and other dairy products. The Foster brothers flourished on the healthful farm diet and each one of them grew up to be a sucessful business man. Mr. Foster began his mercantile career in Brooklyn, New York, establishing a dry goods store there and being associated with an older brother. Later he was engaged in business with another brother at Troy, New York. He came west in 1875 with his brother, Scott Foster, and together they established the Foster dry goods and carpet house. In 1886 the store became a house furnishing establishment in the broadest sense, and dry goods were no longer handled. The similiarity in appearance of Samuel M. Foster, of Fort Wayne, and his brother here, is very marked and has been commented on frequently in the two cities.

Mr. Foster has no pronounced hobbies. He enjoys a good baseball game and plays golf at the Country Club. He does not claim to be any better at golfing than Mr. Spencer Ball, who thus far has won no red ribbons. When fish bite real well Mr. Foster enjoys fishing, but as for hunting he has never cared much for that sport. About the worst thing that can be said of Mr. Foster is that he is a democrat. He is a member of the Commercial Club, the Country Club and Fort Harrison Club, and is thoroughly identified with those things that help Terre Haute.

GEORGE M. CRANE

HAVE you ever noticed that many of our best lawyers passed through the Hosoier school master period before they finally chose their profession? It seems that when a young man succeeds in convincing a roomful of odds and ends of households that the world isn't flat and that the cube root hasn't any connection with botany, he rightly thinks he is pretty well equipped to convince a jury on almost any proposition which could possibly bob up for solution. That was the way with George Crane. He taught the youngsters of various counties in Indiana, Illinois and Texas before being admitted to practice law.

Mr. Crane was born in Rush county, Indiana, and lived on a farm until he was almost of age. In the meantime he had begun teaching school. He studied law in the offices of Morgan & Morris in Rushville and was admitted to the bar in Rush county. He was united in marriage in 1889 with Miss Florence Maloy, of Scottsburg, Indiana. On account of Mrs. Crane's failing health Mr. and Mrs. Crane were in Texas for some time, Mr. Crane teaching school in that state. Mrs. Crane's death occurred in Texas in 1892. Mr. Crane came to Terre Haute the same year and went into the office of Judge Mack, remaining until the death of Judge Mack in 1898. The law firm of Henry, Crane & Miller was then established. Mr. Crane, in addition to following the profession of law, has been interested in several enterprises. He was one of the promoters of beautiful Forest Park, and is secretary of the Forest Park Company. He is also secretary of the Wallis Stoker Company and secretary of the board of managers of Rose Polytechnic Institute.

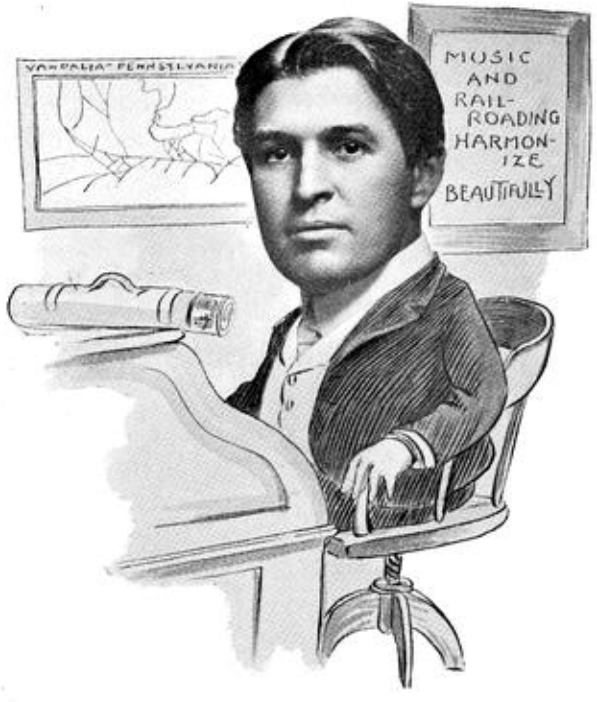
Mr. Crane is a great admirer of the Wabash river and is a part owner of the Bunangie, a pleasure craft, and the first gasoline launch seen on the river. The river is Mr. Crane's hobby and he rightfully terms the stream one of great beauty, and deserving of its fame in song and story.

JOHN LLOYD DAVIS

HERE is one Terre Hautean who has successfully combined railroading and music. Mr. Davis, while a lover of the melody that comes from the singing wires of the telegraph, has cultivated his own ability along this line and harmony has been the result.

It was only recently that the Chicago & Eastern Illinois railroad made a demand on Terre Haute for Mr. Davis and he is now a denizen of the Windy City, being superintendent of the telegraph and signal department of this part of the Frisco system. Mr. Davis is the only one of the six Davis brothers, so well known here, who was born in Terre Haute. He sang his first song in Terre Haute thirty-two years ago. His music was not appreciated so much then as it is now. In fact, without any cultivation, Mr. Davis sang lustily at times and traces of baritone could, even at so early a date, be discovered in his voice. Mr. Davis was graduated from the public schools into the telegraph offices of the Vandalia, becoming an operator under the tutelage of Mr. W. W. Bay. His first position was at the metropolis of Seelyville and he even held down the keys at the "Van" gravel pit for a time. For a while he was in the office of Superintendent Elliott, of the main line, and was then promoted to the position of dispatcher. Mr. Davis was well fitted to become chief dispatcher when a vacancy took place and he was promoted again. He held this responsible position until he was asked to accept the superintendency of the Chicago & Eastern Illinois telegraph and signal system. This position is a fitting recognition of Mr. Davis' ability and is a fine advancement, his new position giving him complete control of this important department of the Chicago & Eastern Illinois system.

During the St. Louis World's Fair Mr. Davis read a paper on the block signal system which attracted much atention and gave him an enviable place among the railroad men of the country. Music is Mr. Davis' hobby and he is also a lover of clean outdoor sports.



SAMUEL C. BROWN

MR. BROWN is not a "hot air" artist in the modern acceptance of the term, but he is in the hot air business to some extent. He has done a good deal to bring comfort into the homes of Terre Haute. It is only when the mercury creeps down and tries to get out of the cold into the bulb that people begin to appreciate their good fortune in having secured the proper kind of a furnace, installed by a man who knows his business and does it well. We see Mr. Brown here throwing some fuel into "Brown's Hustler" hot blast furnace.

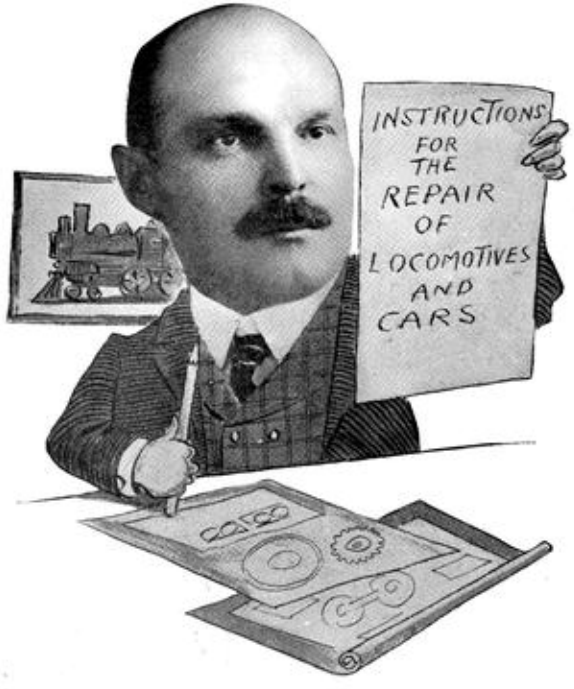
Mr. Brown was born near the Mammoth Cave, at the little town of Scottsburg, in Kentucky, and came north with his father when he was six years of age, locating in Newton, Illinois. Mr. Brown resided at Newton until he was twenty-three years of age and was later located in the towns of Mt. Vernon, Indiana, and Robinson, Illinois, coming from the latter place to Terre Haute eighteen years ago. He was with the Townley Mantle and Furnace Company first, and traveled on the road as a hardware salesman for three years, representing a Chicago firm. When Mr. Brown quit the road he assisted in the organization of the Terre Haute Stove and Furnace Company in 1897, being treasurer and manager of the company. A large business is done in the general hardware line and a specialty is made of furnaces. "Brown's Hustler" embodies the ideas of Mr. Brown in modern heating and he gives most of his attention to this end of the business.

The problem of chilblains and frost-bitten ears came early to Mr. Brown, as he was obliged to begin hustling just as soon as he got out of school. So it is quite natural that he should drift into the hot-air business. He is a member of Occidental lodge of the Knights of Pythias and the Modern Woodmen.

EDWARD M. SPARKS

IN fair weather and bad the real estate man is busy. He is one of the most hopeful of men and always has a deep and abiding faith in his home town. Terre Haute would be dull at times without the real estate man. He is responsible for people owning homes and will make terms so easy and convenient that you can't resist him. We have a good view here of one of the younger insurance and real estate men of the town, Mr. Sparks. If you want further particulars regarding this modern eight room dwelling, against which he is leaning, just call at the offices of Sparks and Walsh in the Arcade building.

Mr. Sparks could have been a lawyer just as well as a real estate man, but he preferred the hustling which brings him out into the sunlight and fresh air. Mr. Sparks was born in Vermillion county, near Clinton, on the site of the Old Indiana Furnace, which was run for a number of years by his father, George B. Sparks. He left the site of the old blast furnace when he was eight years old and moved to Clinton. Then he began his school career, going to Notre Dame University three years and to Purdue University three years. Well equipped with a scientific and literary training, he then entered the Indiana Law School at Indianapolis, and was graduated from that institution in 1899. Mr. Sparks began the practice of law at Clinton, and opened an office here in 1901. In March of the present year he formed a partnership with Fred J. Walsh for the purpose of conducting a fire insurance and real estate business. The firm is one of the youngest and best known in the city. Mr. Sparks is also secretary of the People's Building and Loan Association which has its offices in the Arcade building.



JACOB EDGAR MECHLING

MR. MECHLING, whom we see issuing orders for the repairs of locomotives and cars, is the master mechanic of the Vandalia lines. He has been with the Pennsylvania system practically all of his life and even when breakdowns in his department have become epidemic, he has managed to keep in good humor. Mr. Melching does not like to pick up a report and read anything that reflects on his department and for that reason is pretty busy seeing that the engines and cars are in first-class shape.

Butler, Pennsylvania, is the birthplace of Mr. Mechling. He quit the public schools there to accept a place as apprentice in the H. K. Porter Locomotive Works at Pittsburg, which really marked the first step he took in a railroad career. After nearly three years in the locomotive works he took a position with the Pennsy in the Twenty-Eighth street shops of the road at Pittsburg, and finished his trade. For four years he was a machinist with the Chicago, Milwaukee & St. Paul road, being located at Milwaukee and at Wells, Minnesota. He returned to Pittsburg from the west and became a machinist with the Pennsy, but before three months had expired received a promotion. He was a gang foreman for a time, then a round house foreman, filling the latter position ten years, at Wall, Pennsylvania. Next he became assistant master mechanic at Pittsburg, and was promoted to his present position with the Vandalia at Terre Haute May 1, 1904. Mr. Mechling is in charge of the locomotives and car shops at all of the different points on the Vandalia and is well fitted by his years of practical experience for the place. As a testimonial of the esteem in which he was held by the employes of the Pennsy at Wilmerding, Mr. Mechling wears a handsome gold watch and chain, given him at a public reception which rivaled anything ever seen in the railroad suburban town of Pittsburg.

Mr. Mechling is a member of the Masonic lodge No. 45, Pittsburg, Pennsylvania, and is one of the most popular officials the company has in Terre Haute.

GEORGE ADOLPH GAGG

"I have heard the roar and clamor through the city's
crowded ways,
Of the never-ending pageant moving down the busy days;
Coaches, wagons, hearses, engines, clanging cars and drays.
I have watched them moving past me as the day began
to dawn;
I have watched them creeping onward when the sun's
last light was gone,
Like a serpent long and sinuous, gliding on, and on, and on."

WE have caught the "Major" in meditation, in repose. He is thinking of that "dear old New York." To some it is but a great commercial center, thronged by day, thronged by night, a cyclopean inferno with a blue sky, into which, each morning, from all points of the compass, including Jersey City, flock hordes of human beings, to scheme and fight and prevaricate for gold. But to Major Gagg New York is different. Perhaps you have never been on the Rialto and met the congenial souls that are to be found there. And again perhaps you have missed entirely the pleasure of the little cafes, Bohemian, where the newspaper cult gather and discuss a philosophy unknown to the "hoi polloi."

It was from 1902 to 1904 that Mr. Gagg became so intimate with New York. During that time he was branch manager for the Eastern Trust Company at Herald Square. A great many of his depositors were actors and the friendships that he formed were among the best known members of the profession. Knowing actors and newspaper men has been a hobby with Mr. Gagg and we do not wonder at his love of the Rialto. Terre Haute was gladdened by the return of Mr. Gagg in 1904, when he took charge of the Wabash Realty and Loan Company, a million dollar corporation, that has its offices in the new office building of the Terre Haute Brewing Company. Ever since the major left school he has been engaged in the banking business. He has met with success in his chosen line and is one of the best known Terre Hauteans in a half dozen cities.

Mr. Gagg was born in Indianapolis, but came to Terre Haute when he was five years of age. He is pastmaster of Masonic lodge No. 19, a member of all the Masonic bodies, the Elks and the Knights of Pythias.

FREDERICK C. GOLDSMITH

THERE is no such a thing as a snap in the business world. The commission business is exacting and it keeps Frederick C. Goldsmith busy early and late. Before most people are out of bed the grocers are telephoning for their vegetable supplies and the commission man must be on the alert.

The Vigo Commission Company was established in January, 1900, with Fred C. Goldsmith as president and his brother, Arthur F. Goldsmith, secretary and treasurer. Having profited by an extensive training in the same business with their father, the Goldsmith brothers have enlarged their volume of trade and have added an ice cream department. This latter department is no small affair, the plant being the largest in the state and furnishing frigid refreshment for thousands in the sweltering days of the spring and summer months. Between thirty-five and forty persons are given employment in the vegetable, ice cream and cold storage departments.

Mr. Goldsmith was born in St. Louis and came to Terre Haute with his parents in 1877. He passed through the public schools and supplemented this part of his education by taking a business college course. He is a Knight Templar and is also an active member of the Young Business Men's Club.

BRUCE F. FAILEY

NEXT to being the ice man, the pleasure of being treasurer of the Terre Haute Brewing Company would not be inconsiderable. But then all of the money you see coming through the "pipe line" does not remain in the coffers of the brewing company. While it is Mr. Failey's business to take care of this stream of filthy lucre, it is also his duty to pay out a great deal of it. The government gets some of the money from the "pipe line," the railroads get their share, hundreds of employes are to be paid, new buildings are to be erected, and the minor expenses of an industry, one of the ten largest of its kind in the country, would stagger a smaller concern.

Mr. Failey, who is holding the sack here, is a native of Indiana's capital and was born thirty-one years ago. He came to Terre Haute when he was thirteen years of age and has done very well by remaining here and paying strict attention to business. He is a graduate of the Rose Polytechnic Institute, having been a student in the electrical engineering course. Mr. Failey accepted his first position after leaving the institute with the Blair & Failey Company, being treasurer of that company for three years. He then became treasurer of the Terre Haute Brewing Company. As one of the younger business men of the town, Mr. Failey is well known. He is a director in the Terre Haute National Bank, the United States Trust Company and is interested in a number of different enterprises.

Mr. Failey enjoys automobiling, hunting and fishing. He is a member of the Terre Haute Gun Club and several other organizations.

PAUL N. BOGART

MR. BOGART is one of our youngest members of the bar. On page 726, section 13 of the heavy Morocco bound volume which he holds in his hands, is just the point he has been looking for. He has found exactly the right authority that's needed to win his case, and he will soon be ready to tell the jury all about it. He has a faculty of being pretty sure of his grounds before going ahead. Law books do not furnish all of Mr. Bogart's reading. He enjoys literature of another kind occasionally and frequently looks up authorities other than law, when "down" for a paper before the Literary Club.

Mr. Bogart resided in Clinton until he was big enough to attend college. He was born and reared in Vermillion county. He went through the public schools of the mining town and later went to Wabash college where he absorbed all that there was to learn, up to and including the sophomore year. Then he finished his literary and scientific training at Williams college, in Massachusetts. He was graduated from the latter school in 1899 and entered Columbia University, New York City, getting the law degree in 1902. For a time Mr. Bogart was in the offices of Baker & Daniels at Indianapolis. He decided, however, to locate in Terre Haute and came here shortly afterwards, forming a partnership with Judge Joshua Jump. Mr. Bogart is deputy prosecutor and looks after most of the cases in police court, and also assists in trying cases in the upper court. He knows the whole gamut of mirth and misery in the police court room.

Mr. Bogart has every promise of a successful legal career and is well equipped for his profession. He is a member of Paul Revere lodge of the Knights of Pythias and the Young Business Men's Club, and in Wabash college was identified with the Beta Theta Pi fraternity.

WILLIAM SEYMOUR RONEY

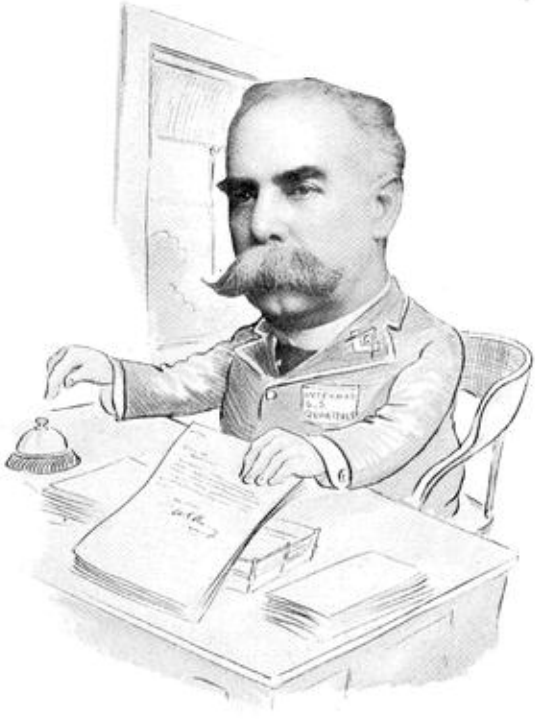
MR. RONEY has been for over thirty years connected in an official capacity with the Terre Haute and Indianapolis Railroad Company, the "Vandalia Line," at Terre Haute, being for twenty-seven years auditor of the company, which position he now holds.

He was born in Carlisle, Pennsylvania, the seat of Dickinson college, and also of the noted Indian School. His mother moved later to Philadelphia, where she died at an advanced age. His father passed away many years before. Mr. Roney was graduated from the city schools and was prepared for college, when the death of an older brother of similar physique alarmed his mother who decided to to have him enter business life. He accordingly began his railroad life in the general offices of the Cumberland Valley Railroad at Chambersburg, Pennsylvania, as clerk in the general passenger office. After about ten years service he, by the advice of Mr. D. W. Minshall, who was always a valued friend, removed to Terre Haute and took service with the Terre Haute and Indianapolis Railroad Company, where he has remained until the present time.

Mr. Roney has always been closely identified with the business, church and charitable work of the city. He has been a member of the Methodist Episcopal church from boyhood, and is especially active in connection with Centenary church as steward, trustee, president of the official board, superintendent of the Sunday school from eight to ten years, and member of the quartette choir. He has also been actively identified with the charitable work of the city, being at present vice president of the Union Hospital board of directors. He has been connected with the work of the Young Men's Christian Association as president in 1900, and is now a member of the advisory board of the state work. He is a member of a number of the social orders of the city, being past master of Terre Haute lodge No. 19 of the Masons, and also a member of the Royal Arch Masons and past eminent commander and prelate of Terre Haute Commandery Knights Templar.

Mr. Roney is of a happy, cheerful nature and although a bachelor seems not to have missed any of the pleasures of life that come within the ordinary ken.

He is fond of music and literary work, and finds a great pleasure in his well selected private library of some five or six hundred volumes.



M. P. AKERS

THE modern business college is easily the university of the great class of young men and women who cannot afford the means for a four years' course in some of the colleges or the technical schools. Here, within a comparatively short time the young man who has graduated from the high school may prepare himself for a useful place in the commercial world. He can increase his earning capacity by becoming proficient in a single line and the demand for men especially trained is so great that he is certain of a position if he possesses any degree of courage and self-reliance. Mr. Akers makes it his special business to fit young men and women out for the battle of life. He has been identified with commercial college work in Terre Haute for a number of years and in convinced of the truthfulness of the statement in the book which all may read.

Like a majority of the men whose faces appear in this book, Mr. Akers was born on a farm. He is a native of Vigo county and received the first rudiments of an education in the country schools. At sixteen years of age he removed to Osage county, Kansas. He attended Normal school in the Sunflower state and taught school for several terms. Returning to Terre Haute he became an instructor in the Terre Haute Commercial College. He was associated with Mr. W. H. Garvin in commercial college work for some time and three years ago became the proprietor of the Wabash Business College. Over one hundred graduates from the Wabash are now holding excellent positions in Terre Haute, and Mr. Akers has more places offered than he can fill, so great is the demand for competent stenographers and bookkeepers. The Wabash is an institution of which Terre Haute is proud.

Mr. Akers is a member of the Knights of Pythias, the Jackson Club and the Commercial Club. When he has finished a day of teaching, he enjoys the healthful relaxation that comes from seeing a snappy game of baseball.

HERBERT E. MEGINNES

HERBERT MEGINNES, chief clerk to Master Mechanic Mechling of the Vandalia, has paused long enough from looking over a report of hot boxes and leaky flues to allow a snapshot to be taken by the artist. In the big Vandalia family Mr. Meginnes ranks as one of the best posted young men in the local railroad world. He is not afraid of the cars and it is a part of his business to see that the engines and cars are in first-class condition as per instructions of his chief, Mr. Mechling. In the wonderful system of modern railroading the master mechanic's office is a busy place and the men who are to be found there know pretty well what shape the equipment is in that makes the Vandalia a popular and safe road for its patrons. Mr. Meginnes directs the work of a number of assistants and has thoroughly familiarized himself with this branch of railroad work.

He was born in the city of Washington, D. C., May 30, 1869, and later moved to Williamsport, Pennsylvania. He came from Williamsport to Indianapolis in 1885 and accepted his first position in the motive power department of the Pennsy system. He was employed in the same department at Columbus, Ohio, and Logansport, Indiana, before coming to Terre Haute in April, 1897. Mr. Meginnes began his work in the master mechanic's office here, filling a position of much importance and responsibility. Besides helping to move the wheels of commerce safely and speedily, Mr. Meginnes is interested in other enterprises, being secretary and a director of the Kettle Creek Coal Company.

He is a lover of all healthful outdoor sports and would easily recognize a good hunting or fishing spot along the right-of-way of the Vandalia. Mr. Meginnes is a member of the Masons, lodge No. 86, clerk of Terre Haute Camp No. 83 of the Woodmen of the World, and belongs to Post G of the Travelers Protective Association.

FRED W. BEAL

THE boy from the farm has cut no little ice in Terre Haute. It is plain that a majority of Terre Haute's business and professional men received their training out in the sunlight and between the furrows. Mr. Beal, whom we present here as one of the town's best known younger lawyers, was born on a farm in Parke county, near Rockville, and lived on a farm in Vigo county for several years. He was graduated from the Terre Haute high school in 1889, having the highest percentage among the boys in his class in his studies. He attended school at the State Normal for four terms and wielded the birch for one winter in Otter Creek township.

Then he began the reading of law, a profession which he kept in view from the time he was a small boy. He began his studies in the law offices of Davis, Robinson & Reynolds and then went to Ann Arbor, where he was graduated from the law department of the University of Michigan in 1893. He returned to the offices of Davis, Reynolds & Davis and was with this firm until he formed a partnership with S. C. Davis, whose death occurred in 1897. In 1898 Mr. Beal was elected prosecuting attorney by a majority of 532 votes, which attested somewhat to his popularity, as only three democrats were elected that year. He was re-elected to the office by the largest majority of any man on either ticket. As prosecutor, Mr. Beal met with good success, making a record in the conviction of men that had not been equalled for many years. In 1903 Mr. Beal was made a deputy at the city court and was the prosecutor's assistant in a number of cases in the upper court. He is engaged now in the general practice of law, giving considerable attention to estates of which he has been placed in charge.

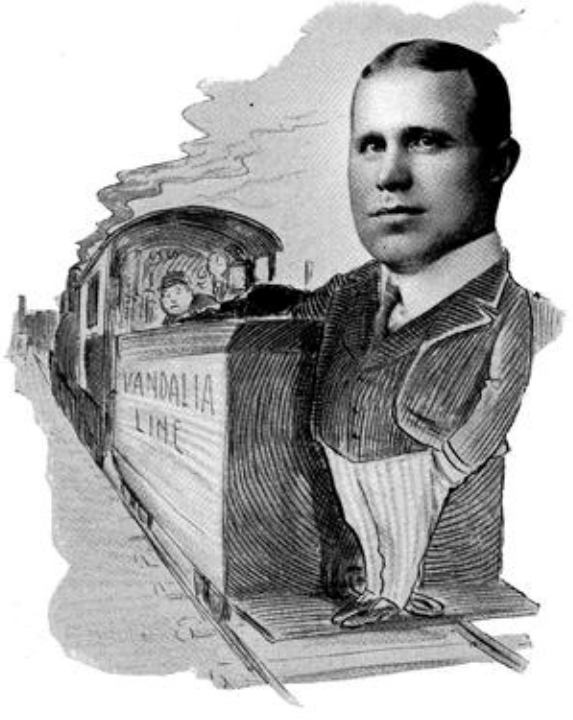
Mr. Beal is a member of Fort Harrison lodge No. 157, the Knights of Pythias, Masonic lodge No. 86, and Ute Tribe of the Red Men. He has no pronounced hobbies but perhaps enjoys playing with his baby daughter more than reading dry and prosiac subjects of legal lore.

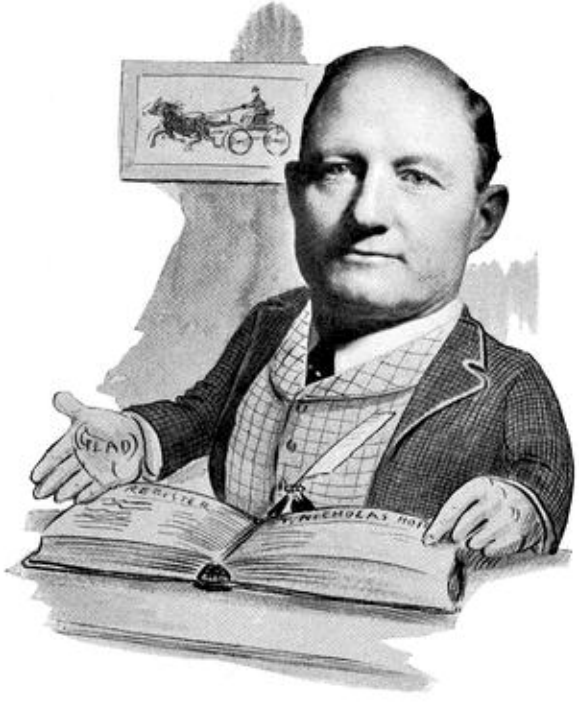
GEORGE E. THICKSTUN

IT was Captain Thickstun on the Ohio river, and now it's Yardmaster Thickstun on the Vandalia railroad. It is rather a coincidence that father and son should represent two different kinds of transportation. George E. Thickstun was born at Jeffersonville, Indiana, where his father for years was a captain on several of the best known river vessels. For some reason or other young Thickstun's mind turned to the steam railway and he has been engaged in this business ever since he quit the Jeffersonville high school.

His first position was held with the old J. M. & I. as bill clerk and ticket agent and when the road was absorbed by the "Pennsy" system he was promoted to a responsible place in the trainmaster's office. For a while Mr. Thickstun was assistant to the claim agent of the road in Louisville and later became night yardmaster at Columbus. It was in Columbus that Mr. Thickstun surrendered his heart to Miss Anna White, a daughter of Colonel James White, who was connected with the J. M. & I., and their marriage took place in October, 1894. Colonel White is remembered by many of the older railroad men as a typical Kentucky gentleman, courtly and dignified, of fine training and generous to a fault. Mr. H. I. Miller was division superintendent of the Louisville division and when transferred to St. Louis he had Mr. Thickstun accompany him. At St. Louis Mr. Thickstun was first assistant yardmaster of the Vandalia and was next promoted to the position of general yardmaster. In 1896 he was promoted to his present position. There are fifty-two miles of track in the Terre Haute yards and Mr. Thickstun has over a hundred men in his employ. It is his duty to handle all equipment and freight trains as well as passenger trains in the local yard limits, and this is no lazy man's position.

Mr. Thickstun is a popular member of the Elks, the Knights of Pythias and several other lodges.





MAURICE WALSH

IN this picture we have a full and unobstructed view of the glad hand of Maurice Walsh, together with the appurtenance thereto belonging, namely, the smile that won't come off. Among the attributes of the hotel man must be counted the smile and the glad hand. Both aid in getting business and make the weary traveler or the stranger feel at home just as soon as he enters the hostelery. For a good many years, Maurice Walsh has been welcoming the traveling public to Terre Haute with this glad hand, and as a consequence his acquaintance has been extended over a wide stretch of territory.

Mr. Walsh was born in the Empire state forty-seven years ago and for some time was located in New York City. He has lived in Terre Haute twenty-five years and has been engaged in the hotel business practically all of that time. For a number of years Mr. Walsh was connected with the Exchange hotel and for the past twelve years has been identified with the St. Nicholas hotel, one of the best known hostelries in the city. It has been a favorite stopping place for the commercial men and not a few of the railroad men call the St. Nicholas their home when they "lay over." Two years ago Mr. John Cleary became a partner with Mr. Walsh in the business, and in July of this year Mr. Cleary purchased the entire interests of Mr. Walsh. With extensive interests in the coal field and other enterprises, Mr. Walsh keeps himself busy.

He is a lover of traveling and has made several trips throngh the west recently. He enjoys driving and is a thoroughly sociable and enjoyable companion. He is a member of the Young Men's Institute.

WALTER SCOTT DUENWEG

ONE day last winter a salesman in Mr. Duenweg's place of business was displaying the merits of one of his fine steel ranges. On opening the oven door a defenseless little mouse hopped out.

"Throw something at him!" cried the customer.

"It won't do any good," replied Mr. Duenweg, "he's out of my range." And then Mr. Duenweg laughed heartily and the mouse escaped. Mr. Duenweg is always in good humor and this has a good effect on everybody with whom he associates. Besides selling stoves and ranges, Mr. Duenweg sells fine mantles—not all kinds, but just the best kinds. He is a great lover of hunting and fishing and it is safe to say that his window displays of fishing tackle, nets and hunting paraphernalia have had much to do with the cultivation of a love for these sports. The Duenweg hardware store was established twenty years ago and is one of the best known in the city. Mr. Duenweg is secretary and treasurer of the company.

After graduating from the high school in 1888, Mr. Duenweg went into the business with his father and has applied himself closely to learning the "outs and ins" of the hardware trade. When he has time for a vacation he usually enjoys an outing at Lake Maxinkuckee. Mr. Duenweg is a member of the Young Business Men's Club, the Wabash Cycling Club and Paul Revere lodge Knights of Pythias. He would almost forego a good meal to see the Hottentots play a good game of baseball.

FREDERICK W. SHALEY

IF you are looking for someone to tell you where the best fishing is at Lake Maxinkuckee don't forget that Doctor Shaley is about as well informed regarding the spots where the bass are likely to congregate in this beautiful body of water as anybody else. The doctor enjoys fishing and he always goes where he is bound to catch something. Every spring and fall he hies himself to the lake where he angles for bass. He has some good catches to his credit and furnishes affidavits with all of his big fish stories.

Doctor Shaley has lived in Terre Haute all of his life, having been born here September 13, 1858. He has not been unlucky, either, just because he happened to be born on the thirteenth day of the month. The doctor received his education in the common schools and then entered Mission House College at Franklin, Wisconsin, where he remained three years, later entering Heidelberg University and graduating with the degree of A. B. in 1881. He studied medicine and surgery at Rush Medical College, Chicago, graduating from that institution in 1884. He began the practice of his profession here in Terre Haute. For sixteen years he has been a member of the staff at St. Anthony's hospital.

He has served as president of the board of health and as township doctor, but aside from this he has never held any public offices. Doctor Shaley is a staunch democrat and a member of the Jackson Club. He is also a member of the Vigo Medical Society, the Aesculapian Society and the American Medical Association.

Always athletically inclined, Dr. Shaley is a lover of outdoor sports, having figured in college baseball in his early days. He is one of the Terre Haute physicians that are seen at Athletic Park frequently "rooting" for the Hottentots.

WILL E. HENDRICH, JR.

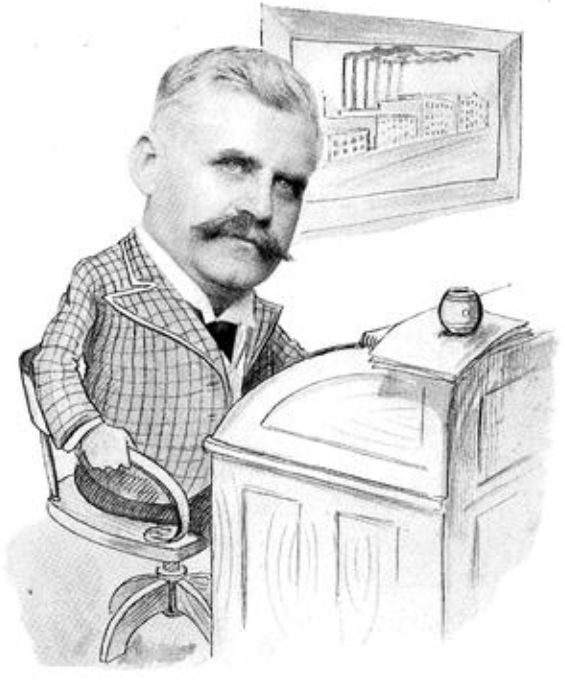
THE intricate details of the abstract business have not spoiled the disposition of Will E. Hendrich, Jr. Although the business is an exacting one and requires close application, there isn't a more sociable person in town than the subject of this sketch. Perhaps this is the reason why "The Best People on Earth" have made him exalted ruler of No. 86.

New Albany, Indiana, is proud of the fact that Will Hendrich, Jr., first saw daylight there. This was in May, 1871. After a residence in New Albany of seventeen years Mr. Hendrich came to Terre Haute. He attended the local high school and received a diploma from Mr. Wiley. He then went straight into the abstract business where he has been ever since. This makes Mr. Hendrich one of the oldest abstract men in town in point of continuous service. He is now a member of the firm of the Hendrich Abstract Company, the company having been organized by an uncle, William Hendrich, in 1868. As vice-president and treasurer of the firm, Mr. Hendrich has a system of working up abstracts of title that is a model. Every inch of ground in Vigo county is covered so thoroughly that its entire history may be laid bare in a remarkably short time.

So far as is known, Mr. Hendrich has made but one "try" at politics, and that was when he was a candidate for a place on the school board. He is not at all discouraged over the result of his candidacy and is the same stalwart republican that he has been all of his life.

Mr. Hendrich is a lover of hunting and fishing, and was once guilty of taking part in an amateur theatrical in which a Japanese wedding was reproduced. This little play was indirectly responsible for Mr. Hendrich's marriage to one of the members of the cast. An intimate friend of the amateur actor also met his fate in the same company, later marrying one of the little Japanese girls.

Mr. Hendrich is past master of Euclid lodge, F. and A. M., and was recently honored by his brother Elks in his election to the office of exalted ruler.



EDWARD P. FAIRBANKS

WE have a good picture here of Edward P. Fairbanks the general manager of the Terre Haute Brewing Company. To look at Mr. Fairbanks you would hardly imagine that his first love in the business world was railroading. He appears entirely too mild-mannered a man to be guilty of smashing trunks. But he did so at one time. This was at Greencastle when he became the agent there of the old Louisville and New Albany railroad. Mr. Fairbanks soon quit assisting the local passenger brakeman in the loading of trunks into the baggage car and went up higher. Five years of his life he spent as traveling freight agent for the Chicago & Eastern Illinois railroad and then he became general freight agent for the old Illinois Midland road, now the Peoria division of the Vandalia.

When Mr. Fairbanks quit the railroad business he became identified with the Terre Haute Distilling Company. In 1890 he became manager of the Terre Haute Brewing Company, a position that occupies practically all of his time, and one which has grown with the development of the local plant. The product of the company is adding fame to Terre Haute and can be found from coast to coast. Agencies are maintained as far east as Pittsburg and New Castle, and Champagne Velvet can be quaffed in the cafes of Seattle, Washington. Sixty agencies and wholesale establishments are located in as many different cities and the product is retailed by several thousand dealers in a half dozen states.

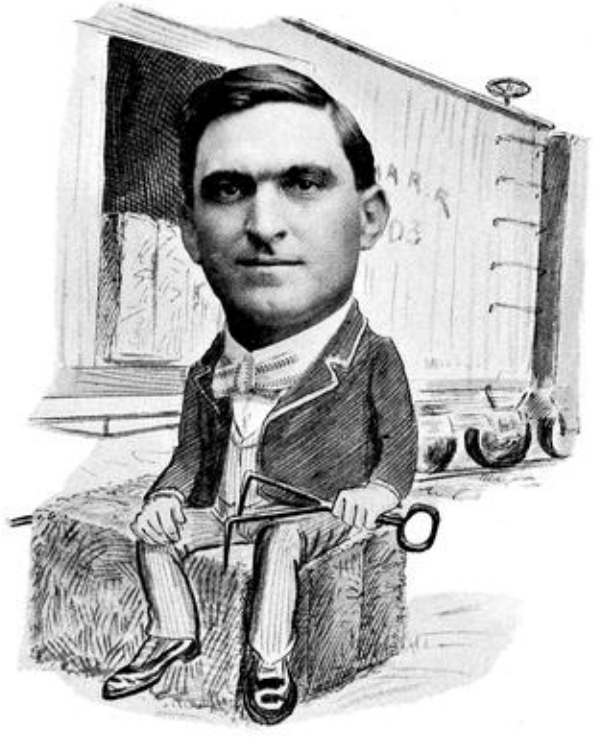
Mr. Fairbanks was born and reared in Terre Haute and received a common school education. If he has a single hobby it is in seeing the local brewing plant become yet larger and its product more famous.

WILLIAM W. KAUFMAN

LOOKING at the placid and genial countenance of Mr. Kaufman you would hardly suspect that he had just emerged from a mayoralty campaign. "And Kaufman also ran"—this was the way the defeated candidate put it the next morning when he was seen at his grocery store measuring a peck of apples for a customer. "Feeling sore? Oh, no; not a bit. I guess the people didn't want me for a candidate. Just as happy as ever." So we see that Mr. Kaufman is not worrying about his defeat a little bit. He enjoys being busy and if he did work overtime during the compaign he does not regret it.

The most genial grocer in Terre Haute was born here in 1861 on the thirteenth day of January. Contrary to all expectations the Kaufman baby did not seem to be an unlucky one, but waxed fat and strong. When Mr. Kaufman completed his studies in the graded schools he mounted the seat of a grocery delivery wagon for Wright & Kaufman and began learning the business. He was in this grocery for several years and worked for his brother, P. J. Kaufman, before he went into business for himself. His first venture was in the commission business in Chicago. He returned to Terre Haute after his partner had disappeared with seven carloads of cabbages, potatoes, tomatoes and other green truck. Mr. Kaufman did not lose faith in mankind but when he established his grocery store six years ago, he started alone.

Mr. Kaufman is republican councilman at large at the present time and has made a very good representative of the people. He is deservedly popular and is never idle. He is a member of the Elks lodge and the Uniform Rank Company No. 83, Knights of Pythias. He is a Mason and past worthy president of the local Aerie of Eagles. Mr. Kaufman is a lover of healthful outdoor sports.



HARRY A. MOTTIER

ERIE, Pennsylvania, was made famous through the combined efforts of Harry A. Mottier and Commodore Perry. The latter merely fitted out his ships here for that famous sortie against the English, but the subject in question laid his keel, trimmed his sails and luffed his spanker jib right here in Erie. Mr. Mottier often remarks that if Perry had only hesitated until he arrived, the rout might have been more complete. Perry's achievement occurred in 1813. Mr. Mottier's first business with Erie was August 16, 1868. He early concluded, however, that Erie was not the place for him. Erie has too much lake. The nervous and pestiferous fashion of all these wet acres in leaving their beds without consideration for results, decided Harry that they wouldn't do to raise hay on. So convinced, Mr. Mottier treked westward to grow up with the country. Thus began his career of travel which eventually reached a climax in Mottier's joining the Travelers' Protective Association. He has also had some doings with the Masonic goat.

The little sally about the slippery acres of the lake and the hay has possibly given the reader an intimation as to Mr. Mottier's principal interest in life. So far, so good. Wholesaleing hay is his favorite pastime. Motti or Mottae, the first syllable of his name being Cycldaic for hay, naturally left Harry A. no other course to pursue. Like Lago d'Iseo of old, Mr. Mottier has much faith in hay and it was at his own suggestion that the Civic League adopted the timothy blossom as the national flower. Mr. Mottier modestly admits that he is the originator of the social diversion of the "hay ride." He can arrange to ride a bale of hay from Podunk, Iowa, to Liverpool or Brest without the least inconvenience. For a diversion from the strenuous hours of business, Mr. Mottier has developed the flat habit and recently the rearing of a handsome apartment house on the north side has been credited to him. If you cannot raise hay on the flats of Illinois, you can raise flats on the corner lots of Terre Haute, so Mr. Mottier catches 'em a-comin' and a-goin'.

WILLIAM S. DOAK

IT was a noted southern evangelist who upbraided several members of his congregation for their unbelief in a burning hereafter. He advised several of the unbelievers that when they died it might be best for them to take a linen duster along with them, anyway. Touching upon the communication received by Mr. Doak from the lower regions, it strikes the average person that a suit of asbestos would be preferable to a linen duster. For an indestructible outfit of wearing apparel, asbestos in the common vernacular has every other kind of goods "beaten a country block."

Mr. Doak came to Terre Haute in 1893, after having had a splendid business experience, being associated with his father, Mr. A. J. Doak, in the mercantile and wool business for several years. He purchased an interest in the Riddle-Hamilton Company, one of the oldest and best known real estate and insurance firms in the city and is the general manager of the company. Mr. Doak has assisted in Terre Haute's material prosperity by encouraging the home-getting habit. He is secretary of the Lincoln Land Company and a stockholder and director in the Krumbhaar Land Company. In both of these additions numerous cozy homes have been built. As president of the American Asbestos Company, Mr. Doak is interested in seeing this material come into still more general use. The mines of the company are located in Virginia and the asbestos taken out is of a very fine fibrous character. In Mexico, the sister republic on the south, Mr. Doak is interested in banking and other enterprises. He is a stockholder in the Mexico City Banking Company and makes trips frequently to that country.

Mr. Doak is a Knight Templar and a member of the Elks lodge No. 86. He enjoys traveling and fortunately can combine business with pleasure in making trips east or west, which generally last four or five weeks.

Mr. Doak was born in the Buckeye state, in the town of Bedford, Coshocton county. His boyhood days were spent in the state that has almost outrivalled Virginia in producing presidents.

ALBERT G. NICHOSON

IF you should ask Mr. Nichoson the best route for shippers to the east he would immediately reply that the Central States Despatch Line is superior to all others. Mr. Nichoson is the representative of this particular line in the territory between Indianapolis and St. Louis. He keeps pretty busy all of the time and is aiding Baltimore to maintain her supremecy over Philadelphia as the export mart for western manufacturers and shippers.

Mr. Nichoson has never made any brag about it, but his ancestors were numbered among the best people of England. A great grandfather was an officer in the English army and met his death fighting the revolutionists near Boston. Two sons were left by the English officer and they afterwards settled in the east, one in Canada and the other in New York state. Mr. Nichoson was born in Orleans, New York. He attended Albion College before beginning his business career. His first position was with the American Express Company at Rochester, New York. From Rochester he was transferred to New York City where he remained fourteen years. He was superintendent for the American a number of years, having charge of the New York Central lines between Buffalo and New York. He spent twelve years as the agent of the company at Rochester. It was in 1881 that Mr. Nichoson came to Terre Haute. At first he represented the White Line Fast Freight, and then became the district agent for the Central States Dispatch which is operated by the Baltimore & Ohio Railroad. Though seeing many years of active work, Mr. Nichoson is just as lively as ever today and covers a great deal of outside terrtiory in addition to taking care of the business in Terre Haute.

Mr. Nichoson is a member of the Masonic fraternity of New York state. He has no pronounced hobbies and finds perhaps more pleasure in getting business for his road than in doing anything else.

MILTON E. HERZ

An Indiana author this, whose writings you have read;
He never makes up fiction, but gives the facts instead.
His works are all in season, they're never out of date.
For timeliness he's noted, so that all he writes is "late."

MR. HERZ and his lead pencil are inseparable companison. He is like a trained reporter, and why? This is the reason. He represents the publicity department of the Herz Bazaar, the biggest specialty store in this section of the country. There are many things in this big store and new articles arriving daily. It is an indisputable fact that women buy more than men, and they are readers of the present day store news. Now, in order that the friends of the big store may know just what is the latest in coats, cloaks, wraps, hosiery, rugs, laces, and a thousand and one other things, it is necessary to notify them through the press. Mr. Herz takes care of this important duty in good style.

For years and years the women in Terre Haute have been reading the Herz Bulletin in the daily papers. Here they find their bargains and know also that nothing but facts and truths are recited. As a chronicler of store happenings, Mr. Herz has established a reputation for clearness of style that is the envy of more than one advertising writer. Without the use of "gigantic," "stupendous," "overwhelming" and "terrific" Mr. Herz writes the kind of store news that brings out the buyers.

In addition to writing the advertisements Mr. Herz is the buyer for several departments of the big store. He has been in the Herz establishment ever since he graduated from the high school in 1893. Mr. Herz is a member of the Young Business Men's Club and the Commercial Club.

FRANK M. RYAN

IN this little sketch we get a good view of a jolly undertaker—a man whose life necessarily is surrounded by other people's sadness, yet who manages to keep in good humor. Perhaps this is the result of the knowledge that his life is not a fractional part as sad as it might be. But why philosophize?

When we think of the burial of the dead most of us associate it with the Ryan name. This is because the Ryans, father and sons, have been engaged in the undertaking business in Terre Haute for a great many years. P. J. Ryan, who established the business, has entrusted the greater part of the undertaking to his son, Frank, who became a partner with him in 1902. Charles Ryan became a member of the firm in 1903. The livery and boarding stables which are conducted on South Sixth street are as complete as any in the city and the equipment for funerals is the finest in the city. Mr. Ryan has given every attention to his business and, as a consequence, becoming dignity in the conduct of the undertaking branch marks the Ryan establishment as of the best.

Mr. Ryan is a native of Terre Haute and attended the high school and Commercial College before entering his present work. The social side of his nature is well developed and his genialty has counted for much in building up the present business which is associated with the Ryan name. Mr. Ryan is a member of several organizations, among them the Elks, No. 86, the Foresters, the Red Men, the Young Business Men's Club, the Young Men's Institute and the Knights of Columbus.

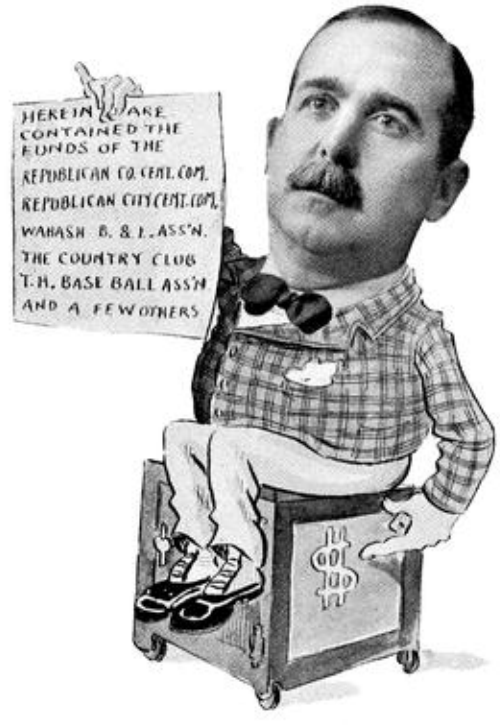
SAMUEL CRAWFORD M'KEEN

MR. M'KEEN is a banker. He can add long rows of figures, count money rapidly and calculate interests and discounts. But this is not all. He can take care of other people's money. We see him holding down a half dozen jobs of this kind in the picture.

Mr. McKeen was born in Terre Haute forty-three years ago on the seventh day of December. After graduating from the high school he began his banking career, entering the McKeen bank as a messenger. He served an apprenticeship as collector and then went behind the counter of an institution that has been identified with the financial and business interests of the city for fifty years and more. Mr. McKeen became a receiving teller and is now a partner in the firm with his brother, Frank McKeen. Perhaps no other bank in the state is better known, its founder, Mr. W. R. McKeen, having established it in 1855, and building for himself a wide reputation as a conservative and successful financier.

Besides being interested in banking, Mr. McKeen is identified with several other enterprises, among them the Wabash Building and Loan Association, the Union Savings and Loan Association and the Phœnix Building, Loan and Savings Association. He is treasurer of the last three named associations.

Mr. McKeen is a lover of the country and enjoys hunting and fishing. He has shown his interest in the game of baseball by acting as treasurer of the local baseball association for several years.



WILLIAM J. FREEMAN

"WHAT'S in a name?" With a banker it is everything. By the sign, the banker knows his customers. Mr. Freeman, who we present here, is closely identified with the business interests of Jasonville, nevertheless he is a Terre Hautean. He is cashier of the First National bank at Jasonville and is also secretary of the Blackhawk Coal Company. The coal which we see him carrying is converted into money by good business management and is used again to develop the rich resources of this most favored part of the country, of which Terre Haute is the center. Mr. Freeman is as well known in Terre Haute as Jasonville and is helping to keep up a family name that is synonomous with hustling.

Mr. Freeman was born in the town of Washington, Daviess county, in 1869, but moved from that place to Vincennes when he was five years of age. He attended the University of Vincennes and accepted his first position with his father, Job Freeman, who had been elected auditor of Knox county. When Mr. Freeman's term of office expired the son accepted a position as assistant cashier in the Second National bank of Vincennes. Mr. Freeman was in this position seven years, becoming cashier and holding the latter position three years. In 1893 Mr. Freeman accompanied his father to Pinton to enter the coal business, the firm opening the Green Valley mines. The First National bank of Jasonville was established by the Freemans in the same year, Mr. Freeman, Sr., being president and the subject of this sketch, cashier. In addition to being secretary of the Blackhawk Company, Mr. Freeman is also at the head of the Jasonville Mercantile Company.

Mr. Freeman is an Elk, a Knight Templar and a very good fellow to know. He enjoys a good game of billiards as well as any man in town.

WILLIAM WOOD PARSONS

MR. PARSONS is not trying to run away with the Normal. He wants it to remain right where it is and continue to grow in usefulness. We would not have you infer that President Parsons is the Normal school, but it is undeniably true that the head of any institution has much to do with its success and prestige. Terre Haute is proud of the Normal school and proud of the men and women who have made it what it is today in the educational world.

The third president of Indiana's State Normal school was born in Terre Haute in a humble frame dwelling on South Seventh street. This dwelling was in an addition that had been laid out and owned by Dr. Thomas Parsons, the president's father. The young man had just fairly started to grow when his parents moved to a farm near Arcola, Illinois. Mr. Parsons attended the country schools and put in some pretty hard licks at manual labor before he started for Terre Haute and entered the State Normal. He was graduated in the first class in 1872. Prof. Howard Sandison, now vice-president of the Normal, was in the same class, there being seven members in all. Mr. Parsons held his first position as principal of the Gosport schools, then he was principal of a ward building at Indianapolis, and later had the department of mathematics at Shortridge high school. He remained in the latter position until he came to Terre Haute in 1878, as assistant in the department of English at the Normal school. He afterwards took charge of the history department and served as vice-president of the school four years. He was then elected president. He has filled his present responsible office for twenty-three years.

President Parsons is known for exactness. Things must move on time, and his especial hobby is seeing that the financial reports of the school are always up-to-date and correct to the penny. When Mr. Parsons became president of the school the attendance was 700. Now the attendance reaches 1,700. No other like institution ranks higher. The school has been greatly liberalized under Mr. Parson's administration and its efficiency has always been well maintained.

DANIEL FASIG

HAVE you heard of Fasigville? It's the prettiest part of Terre Haute. In order that we may associate Fasigville firmly in your mind we herewith present the mayor of Fasigville, the man who owns the town, and has made it a veritable garden. This is one real jolly landlord, one that makes you feel at home and sees that you are provided with all the comforts within reason.

Daniel Fasig has but one blot on his career. He was born in Illinois. This, however, he could not help. He came to light in Clarke county on a farm and lived in Martinsville until he was ten years of age, when he accompanied his mother to Terre Haute. He attended St. Joseph's school and then started to work in the Ellis woolen mill. After being in several positions he settled down to learn the harness maker's trade with Miller & Schewbel. He stitched collars and tugs until 1873 when he formed a partnership with Oscar Froeb. He retired from this business in 1876 and became a lieutenant of police and the same year made his first entrance into politics, running for town marshal, but suffered defeat. He resigned his position on the police force to accept a place in the Froeb Hardware store. For thirteen years he was in the retail liquor business and in 1892 went into the commission business, retiring to become a candidate for the nomination for sheriff on the democratic ticket. Mr. Fasig served in the sheriff's office two terms, giving up his badge of authority in January of the present year. At present he is giving his attention to his property interest on North Fourth street.

Mr. Fasig organized Company No. 83, Uniform Rank Knights of Pythias, and was captain of the company a number of years, commanding the company in several notable prize competitions. He is also a Mason, a Knight Templar, an Odd Fellow and belongs to at least a dozen other fraternal and secret societies. Mr. Fasig was one of the most popular officials that ever held office in Vigo county.

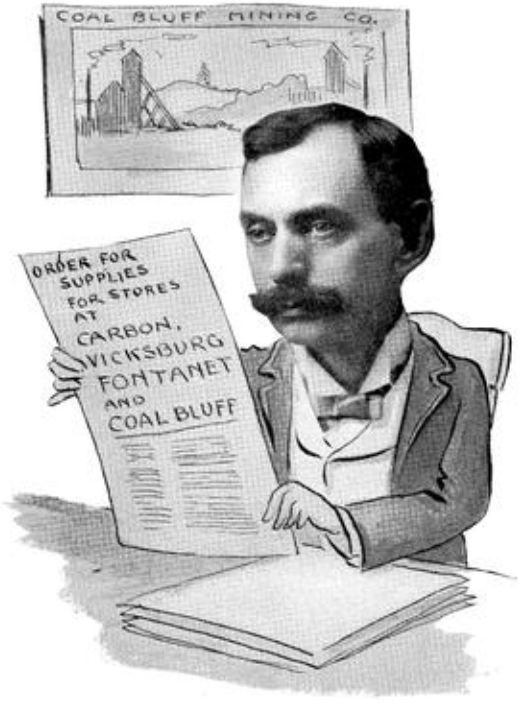
WILLIAM E. EPPERT

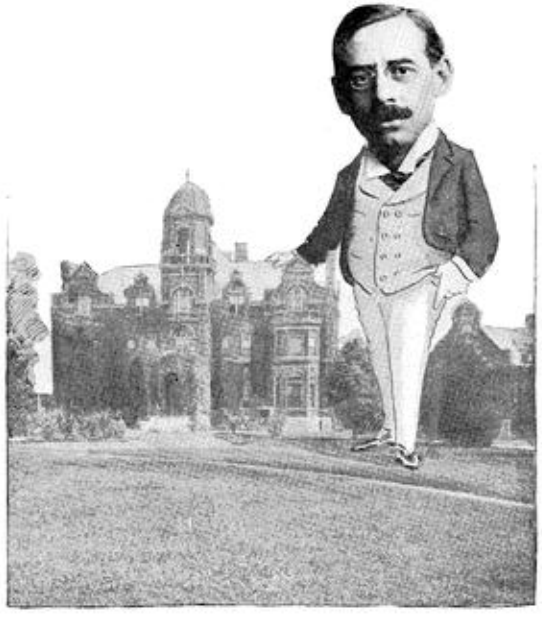
MR. EPPERT is figuring up the amount of supplies needed for the four big stores operated by the Coal Bluff Mining Company. With nine producing mines, hundreds of men are employed and they are all patrons of the stores located at the four different towns. They "get out" about six thousand tons of coal daily, and naturally their appetites are of the best. It takes tons of flour, meat, coffee, sugar and canned goods to feed this army of workers who contribute so much material prosperity to this section of the country.

Mr. Eppert has been identified with the mining business practically all of his life. After he graduated from the Terre Haute Commercial College he taught school for one year and then became manager of the store at Carbon for the Coal Bluff Mining Company. He made such a splendid showing that he became a director and secretary of the company, and was then given charge of all the stores. The supplies needed average about $20,000 monthly, so that the merchandise business is not a mere side issue after all. Mr. Eppert represents one of the largest independent companies in the coal business in the state, Mr. J. Smith Talley being at the head, and is one of the best known operators in this part of the country. In addition to being vice-president now of the Coal Bluff Company, Mr. Eppert is president of the Home Furnishing Company on Wabash avenue. Under Mr. Eppert's direction the store has seen a steady increase in trade.

Mr. Eppert was born in Cloverland, Clay county, but has made his home practically all of his life in Vigo territory. He has been identified with Terre Haute's business interests for a number of years and is a well known church man. For several years he has been treasurer of Centenary Methodist Episcopal church board and for five years was superintendent of the large Sunday school.

Mr. Eppert is not averse to seeing people enjoy themselves and is an admirer of the great national game. He frequently goes to Athletic park and joins the rooters in encouraging the home team.





ERNEST G. ALDEN

IF there is a single institution to which Terre Haute can point with pride it is the Rose Orphan Home. It stands today without an equal in the country and a model of its kind in the care of the little ones left fatherless and motherless. The name of Alden has been inseparably linked with the Rose Orphan Home, first because the late Lyman P. Alden conducted the home from the day it received its first inmates; and, second, because he was without an equal in institutional work of this stature.

The board of managers knew of no more worthy successor than the son, Ernest G. Alden, who fills the position of superintendent and manager of the home at the present time.

Mr. Alden was born at Quincy, Michigan, June 21, 1869, and lived in Coldwater and Toledo before coming to Terre Haute. He was graduated from the high school in the class of 1889. Two and one-half years were spent in Denver upon his graduation. There he held a responsible position with a Denver abstract and investment firm. Returning to Terre Haute, Mr. Alden traveled for two years for a local firm and was credit man for one year at the Hulman wholesale grocery house. Failing health caused him to seek another line of business and he purchased an interest in the Terre Haute Pressed Brick Company. He was manager of this company seven years. Next he became purchasing agent for the Terre Haute Electric Company, resigning to accept the superintendency of the Rose Orphan Home.

From eighty to one hundred children are found at this model home and they are exceedingly well cared for, the methods of Mr. Alden, Sr., being carried out, still adding to the reputation of the home. Mr. Alden enjoys his work and realizes the wonderful possibilities that lie in every child.

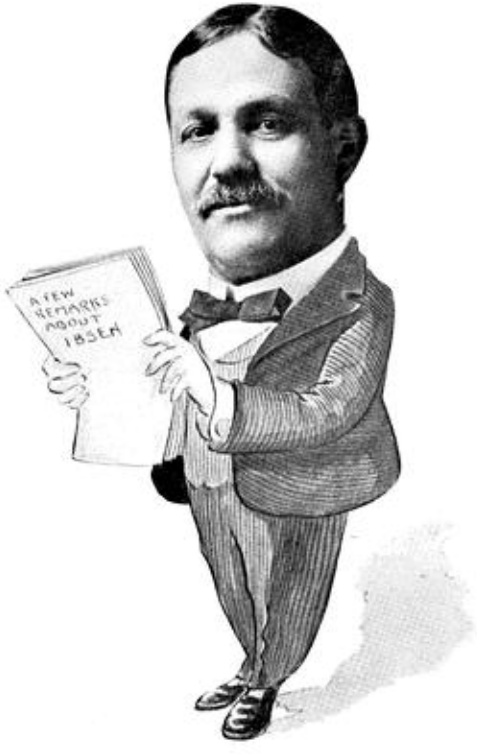
When taking his vacation Mr. Alden seeks the water, as he is a great lover of sailing.

WALKER SCHELL

HERE is one of Terre Haute's well-known physicians who affords a surprise occasionally to his fellow members of the Literary Club. We see him here reading a paper on Ibsen. Not a member of the club was sure about Dr. Schell's attitude towards the reformer until they heard him read his paper on the great novelist and playwright. Ibsen never had a better defender than the genial doctor. He even found some good points about Hedda Gabbler and a few other Ibsen productions that have met with severe criticism. He is easily one of the unique members of the club and his papers are noted for their original treatment of the subject under discussion. Dr. Schell also knows a good deal about art and architecture and takes a keen interest in matters of this kind.

The doctor is a Hoosier by birth, having been reared at Spencer. He attended the Indiana Medical College at Indianapolis and has supplemented his medical knowledge since that time by several years study in the leading medical universities of Germany. For the past fifteen years he has practiced in Terre Haute. Dr. Schell is a member of the staff of St. Anthony's hospital and is prominently identified with all of the medical societies.

Dr. Schell was one of the first autoists of Terre Haute and was one of the first physicians to use the machine in his round of professional calls. He has always taken an interest in art, due to his knowledge of the masters acquired while a student in Europe.



HARRY W. BEGGS

MR. BEGGS, whom we see in such an exalted position, is one of the accomodating proprietors of the Terre Haute house. He represents a hostelry that has added fame to Terre Haute, and one that has entertained some notable and distinguished men and women. It is not often that a hotel is so closely associated with a city and its history, but the Terre Haute House has been a fixed institution for a good many years. It was not always as it appears now, but it stands on the site of the old Terre Haute House of the past. As early as 1855 the local papers in noting the improvements then going on, referred with considerable pride to the addition that was being built to the Terre Haute House. In the same paper it was pointed out that Terre Haute was growing rapidly and already had a population of 10,000 people.

Modern demands have brought the hotel to a place where it is almost a small city within itself, so complete it is in all arrangements and conveniences. Messrs. Watson and Beggs cater especially to the traveling public and have popularized the Terre Haute House to a remarkable degree, bringing the service up to a standard that is hard to excel.

Mr. Beggs is Hoosier born, his home formerly being at Laurel and Shelbyville. When he came to Terre Haute in 1887 he was first associated with the Wabash Lumber Company, and next was a buyer for the Majestic Distillery. Four years ago Mr. Beggs became a partner with Mr. R. G. Watson in the management of the Terre Haute House. Recently he bought an interest in the Vincennes Distillery and is president of the company there. He has various other interests that demand his time and attention.

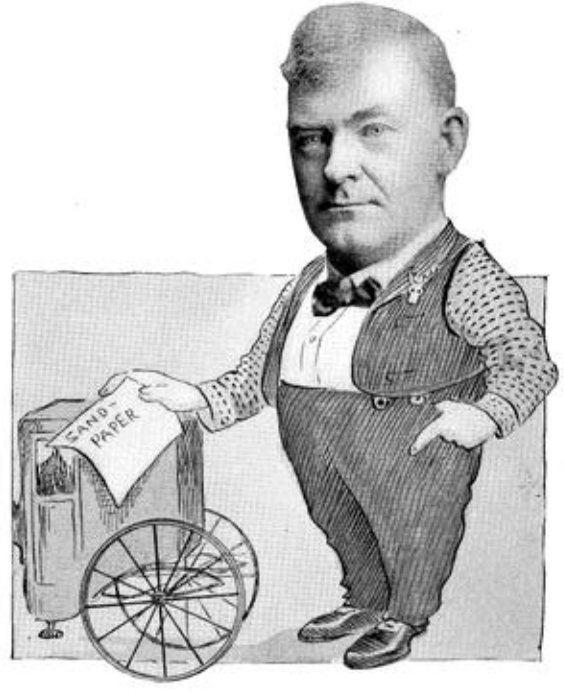
During his vacation periods Mr. Beggs enjoys hunting and fishing. He is a dog fancier and is the owner of several Beagle hounds. He is a popular member of the Elks lodge No. 86, and is identified with several other organizations.

EDWARD D. O'BRIEN

ONE can hardly imagine how a man who is said to have wheels and other buggy material, could be a companionable fellow to have about. If you will notice Mr. O'Brien has a very genial, open countenance, and you wouldn't suspect that he was a descendant of a son of Erin, either, if it wasn't for his name. Mr. O'Brien has lots of wheels and his buggy material does not need insect powder.

One cold winter day forty-six years ago Mr. O'Brien was a New Year's gift to his parents. He was given a hearty greeting and made as comfortable as possible. He thrived well and grew up blessed with a rugged constitution. When he had received a common school education he started to learn the trade of carriage maker. He was given his first "sand papering" job in the shop of Cantrell, Jackson & Harrison. Another young man, Martin E. O'Connell, a chum of Mr. O'Brien's, began to learn the trade at the same time in the same shop. They stuck together like brothers. Both were employed for four years in the Herman Carriage factory and then they decided to go into carriage building for themselves. They began business in 1892 in the old shop at 321 Cherry street where they learned the rudiments of their trade. They have succeeded so well that only recently they completed a two-story birck building on the opposite side of Cherry street from the old building, in order that their facilities might be much improved. Carriages of the most modern kind, coupes and delivery wagons are made to order by the firm and they cater to a high class trade.

Mr. O'Brien belongs to several lodges, among them the Elks, the Uniform Rank Company No. 3, the Modern Woodmen and the Knights of Columbus.



CHARLES I. FLEMING

MR. FLEMING fills an important position in the public life of Terre Haute. He is the sanitary inspector, or in other words the man who sees that the milk dealer uses no water and no formaldehyde in the product he sells. If the meat dealer is found guilty of selling diseased meat, then Mr. Fleming brings him to account. We have a good picture of Mr. Fleming here looking very searchingly upon a piece of beef that has been brought to him for inspection.

We might add that Mr. Fleming is a pretty good judge of horse flesh, too. Not that horse flesh is an article of diet here, but because he has been engaged in the breeding of fast steppers with his father, Samuel J. Fleming, for a number of years. The Fleming stables and farm have aided not a little to the establishment of Terre Haute's reputation abroad as a center for good trotters. Mr. Fleming was born at Effingham, Illinois, in 1873, and came to Terre Haute when he was eleven years of age. After completing his course in the public schools he attended the Chicago Veterinary College. Since then he has given almost his entire attention to the breeding and sale of blooded horses. At the Fleming farm southeast of the city can be found the Margrave colts, the sire of whom is owned by the Flemings. In the words of Mr. Fleming, "the Margarve colts are fine lookers and speeders." Mr. Fleming is interested in the combination breeders' sales, which are held three times a year at Indianapolis and for some time was the secretary of the Indianapolis company. He is one of the best posted horsemen in the country and is a walking encyclopedia of horse information. He was one of the first breeders in this part of the country to visit Europe and sell fine horses.

The inspector is past exalted ruler of the Elks lodge No. 86, and is also a member of Euclid Masonic lodge and of the Young Business Men's Club.

PETER M. FOLEY

HERE we see Mr. Foley in a characteristic attitude, characteristic, because Mr. Foley always carries a cane and invariably hangs it over his arm when he gets warmed up to his subject. Mr. Foley would not look natural without the cane, and it might be added that he wears the cane becomingly.

Mr. Foley is a product of Jennings county and came to Terre Haute when he was quite young. After completing his work in the public schools he turned his attention to the subject of law, receiving a part of his legal education at the Georgetown College of Law, Washington, D. C., while he was occupying a position in one of the government departments. Returning to Terre Haute Mr. Foley was associated with a brother in practice for several years. Mr. Foley is an old-fashioned democrat and has always taken an active interest in politics. He has been city attorney several terms and during the Steeg administration gave his attention to some very complicated and stubborn litigation in which the city was involved. He served as county chairman of his party during one campaign and filled the position with credit to himself and party. Mr. S. D. Royse became a partner with Mr. Foley in 1903.

Mr. Foley has given considerable of his time to civil law and has had a successful career. He is a thoroughly companionable man with a warm right hand that always shakes yours as though he means it. Mr. Foley is known to have had but one fad that was ever very noticeable, and that is automobiling.

FINLEY A. M'NUTT

HERE is one Terre Haute attorney who has served "Uncle Sam" on the water. He quit studying the laws of navigation several years ago to take up the practice of the law that applies to "land-lubbers." It cannot be said that he has entirely forgotten his sea-going experiences, for Mr. McNutt was in the navy nine years after his graduating from Annapolis.

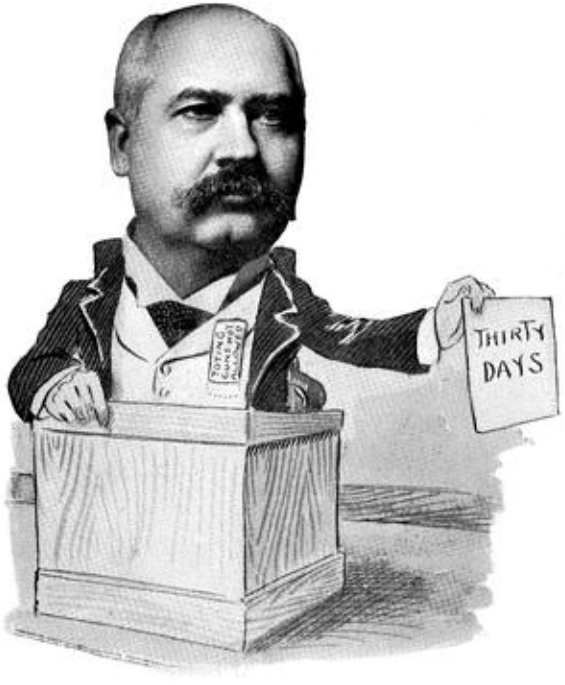
Following in the footsteps of his father, Judge Cyrus McNutt, Mr. McNutt sought the profession which has suited him best. He was born at Franklin, Indiana, and attended the public schools there, later entering the State University at Bloomington, from which he graduated. He then received the appointment to Annapolis and spent four years in the Academy from which come our Deweys and Coghlans. He entered the navy as a midshipman, a rank which at that time corresponded with a lieutenancy now. While in the navy, Mr. McNutt's education was greatly broadened by his travels, as he served much of his time with the Asiatic squadron. For four years he was stationed at Mare Island, California, in the coast survey department. Upon leaving the navy, Mr. McNutt began the study of law in the office of his father, and later formed a partnership with Gilbert McNutt, his brother, the firm being one of the best known in the city.

Mr. McNutt is a lover of literature and reads current books extensively. He is one of the best posted men in his profession and enjoys nothing better than delving into a case where intricate points of the law are involved.

JOHN G. KLUG

SPEAKING of hay brings us up to that eminent Terre Hautean, John G. Klug. John G. makes a specialty of hay. Hay, French fried, frappe or hay a la Newburg. Weights and inspection guaranteed and if the product doesn't compare favorably with the best selected excelsior, money refunded and no questions asked.

It was along about the time that the Philadelphia Centennial was agitating the public mind that John G. Klug decided to squander a portion of his career with us here on earth. To be exact, the autumn of 1875 was gladdened by his arrival. In his early and unripe days, John G. dallied a bit with the railroad business, but he soon discovered that Rockefeller and a few others had bought up about everything desirable in this line and he turned his attention toward helping the farmers of the hay belt to reach accessible and profitable marts with their new mown product, which is sung about by Paul Dresser. His first hay contract of any considerable size recalls an interesting but very damp epoch in the world's history. While it is not generally known, nevertheless it is a fact. It was none other than John G. who furnished forty-day rations for that collection of animals which Noah induced to accompany him on that memorable, moist occasion. The manner in which Mr. Klug threw himself in to the breach elicited a vote of thanks from the Mt. Siniai Chamber of Commerce. The story has often been told that it was for Klug's hay that Mrs. O'Leary's cow was kicking when it topplied over the lamp that burned Chicago. Mr. Klug, while he could never be persuaded to admit the truth of the charge, merely observes that if it is so, the cow knew good hay. During intervals when Mr. Klug is not wrestling with the hay crop of the country, he allows social affairs to claim a share of his attention and his most enthusiastic subject is the Knights of Columbus. He is a fourth degree member and his efforts for the order have made him one of the best known knights in the state. Mr. Klug is a lover of good horse-flesh and when up behind his roadster—well, the hay crop then is entirely forgotten.



JOSIAH THOMAS WALKER

JOSIAH THOMAS WALKER, for the short time he has worn the mantle of police judge, has dealt out the law in copious doses to many offenders. The man who usually felt secure in carrying concealed weapons has discarded his. This is all due to Judge Walker enforcing the maximum penalty for "totin" a gun. He has the distinction of being the first judge in the county to assess the full penalty for carrying concealed weapons. One offender who had a murder to his credit, was, upon his second arrest, given a $500 fine, which meant one year and four months in the county workhouse. The prisoner went to the workhouse and will probably know better the next time than to repeat the same indiscretion.

Josiah T. Walker is a Hoosier, Worthington, in Greene county, being his birthplace. He was on a farm until he was twenty-one years of age and then he spent five years as a country school teacher. He began the study of Blackstone in the law office of Wilson & Todd at Bluffton, Indiana, after quitting the profession of teaching, and remained there three years. Terre Haute first saw the judge's genial countenance in the spring of 1893 when he opened a law office here. He was deputy under William Tichenor during the latter's term in the office of prosecutor. Under the metropolitan police law he was appointed police judge by Mayor Bidaman in 1904. He has made an excellent record as judge and has conducted the office along lines that have been commensurate with the importance of the court, strictly following the law.

He has occupied all of the chairs in Social Lodge No. 86, F. and A. M., and has been a loyal republican all his life.

ALBERT J. STEEN

COAL is king in Terre Haute and it is not surprising to find that a large number of the men engaged in the coal business in Terre Haute were at some time in their life engaged in railroad work. Of the number who have had some experience in the traffic end of the commercial world, Mr. Steen is one.

Down on the Ohio river at Ironton, Mr. Steen was born in 1856. Like a great many other Ohio people, Mr. Steen pushed westward with his parents and grew up in Charleston, Illinois. When the young man was not in school he was at the depot, and here he picked up his knowledge of telegraphy. He decided on a railroad career and began as a messenger boy for the Big Four Company at Charleston. His first position was as an "extra" telegrapher and he was then given a permanent position at Litchfield. In his railroad experience Mr. Steen acted as general agent for the old Midland at Decatur, was chief clerk in the Evansville and Terre Haute and the Chicago and Eastern Illinois offices in Terre Haute, and later was chief clerk in the auditor's office of the Evansville and Terre Haute at Evansville. For one year he was in the grain business at Paris, Illinois, moving to Terre Haute and engaging in the wholesale and retail coal trade. Mr. Steen is pesident of the company that bears his name and is interested in several mines in this locality.

He also has mining interests in the lead and zinc districts of Joplin, and lately secured interests in the Arkansas lead and zinc field. Mr. Steen is a member of Post G. of the Travelers' Protective Association. His greatest hobby is driving and he enjoys this recreation thoroughly.

ROBERT C. SNIDER

ROBERT C. SNIDER is an old-fashioned sort of a boy who isn't carried away by the automobile, except occasionally when a friend invites him to go along. The fad hasn't struck him yet and he has less trouble dodging it than he does the automobiles themselves. He seems to be contented with the old reliable gasolineless carriage, with a sleek horse attached thereto. His horse doesn't like automobiles any better than its owner and whenever it sees one, outstrips it in speed, just to show its contempt for new-fangled and the so-called competitor.

While Mr. Snider is a lover of the horse and driving, there isn't very much exercise in it and he is obliged to get other kinds of recreation. He finds plenty to do in the hardware business and sells any amount of the tools that you see him carrying. He is familiar with stove pipe and mica and can sell you a bill of goods that will include every known needed utensil in housekeeping, farming or carpentering.

Mr. Snider was born in Terre Haute in the year of the big Centennial Exposition. When he left the high school he became a salesman in the men's furnishing line and for several years was located in Indianapolis and later in Louisville. For the past six years he has been in the retail hardware business with his father, Adam Snider, and is a member of the firm.

Mr. Snider is a member of the Elks, the Knights of Columbus and the Young Business Men's Club.

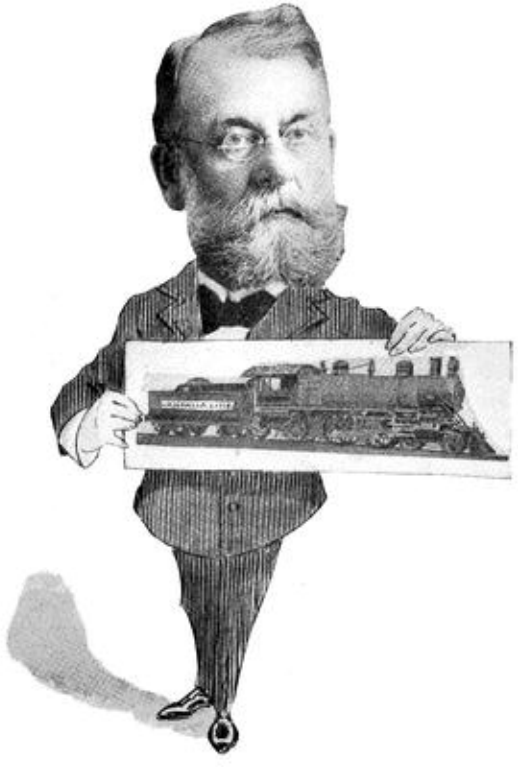
RUDOLPH YUNG

THE artist has snapped Dr. Yung here as he is out making his professional calls. It was very characteristic of the doctor to salute as he did, for he believes in politeness, indeed he values it as every gentleman should. We have exploited the doctor's greatest hobby. He enjoys driving and is an admirer of a good roadster.

Dr. Yung is the son of the late Charles Yung, one of Terre Haute's best known residents, the latter having been engaged for many years here in the hotel business. The doctor is a graduate of the Terre Haute high school and in order to thoroughly fit himself for his professional career he attended the college of Physicians and Surgeons at Chicago, graduating in 1900. He has had exceptional opportunities to advance himself in his profession, serving one year as interne at one of Chicago's best known hospitals, where he gave considerable attention to surgery. For two years in Chicago Dr. Yung was associated with a well known specialist who has given the major part of his time to the study and treatment of diseases of the chest. Dr. Yung began his practice here in 1902.

Just to be sure that he might live to a ripe old age and accomplish great good for suffering humanity, the doctor went to Chicago recently and had his appendix removed. This is reassuring to those who imagine they have appendicitis, for the knife can be recommended as a sure cure.

While in college Dr. Yung was a member of the Nu Sigma Nu medical fraternity. He is secretary of the Vigo County Medical Society and is a member of the Indiana Medical Association.



WILLIAM CHARLES ARP

THIS is a most excellent likeness of William Charles Arp, superintendent of motive power of the Vandalia. Mr. Arp is one of the best known railroad men in the country, thoroughly progressive and a student in his profession. He not only knows all about the different types of locomotives on the Vandalia system but has made numerous changes in equipment to meet the needs of the company.

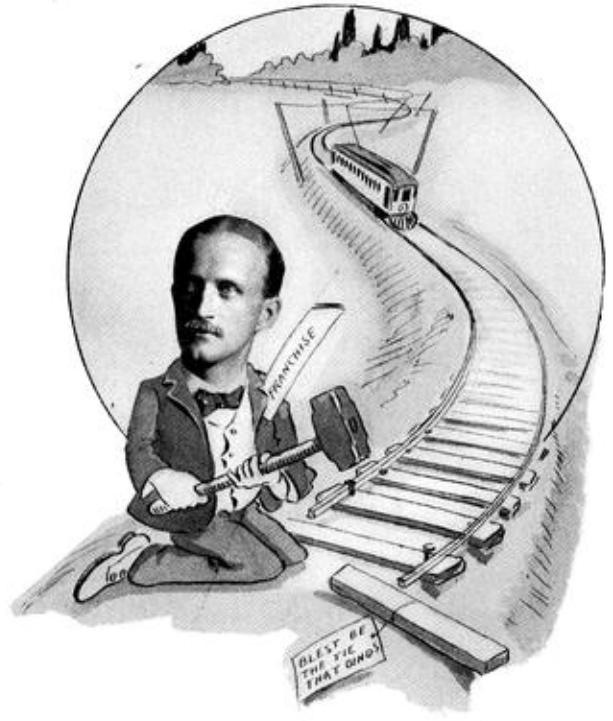
Mr. Arp was born June 30, 1848, near Williamsport, Pennsylvania. He was educated in the public schools and entered the railway service in 1864 as an apprentice on the Northern Central Railway. He was with the Philadelphia and Erie road from 1875 to 1881, as foreman of the roundhouse at Williamsport. From 1881 to 1883 Mr. Arp was foreman of the roundhouse and also foreman of engines for the middle division of the same road, still making his headquarters at Williamsport. He became foreman of the Pennsylvania shops at Indianapolis in 1883 and continued in that position until 1886, when he accepted a similar position for the Pennsy at Columbus, Ohio. Mr. Arp was master mechanic of the shops at Logansport four years and held the same position at the Dennison shops for five years. He came to Terre Haute as superintendent of motive power in 1896.

Mr. Arp is a member of the American Railway Master Mechanics Association and recently was a delegate to the International Railway Congress at Washington. He has an extensive acquaintance among railway officials as well as among business men in different cities with whom he transacts business in the purchase of equipment and supplies. Mr. Arp is a member of the Country Club and enjoys golf as a recreation, but makes no pretense as an expert on the links.

GARDNER F. WELLS

MR. WELLS, whom we see here spiking down another interurban line, is the general manager of the Terre Haute Traction and Light Company. Under his administration of affairs there has been less walking in Terre Haute than ever before, and he promises to mingle town and country closer than ever when the Sullivan and Paris interurbans are completed. There are few things that have benefitted the city more than the interurban trolley lines. Where it used to take the farmer three hours to get to town with old Dobbin, he now boards a big seventy-foot car in front of his house and reaches the city in less time than it takes to hitch up to the buggy and get to the first cross roads.

Mr. Wells comes from Boston, having been born in the great bean center, and near enough to the Massachusetts Institute of Technology to catch the spirit of its enterprise and progressiveness. He entered this splendid school, and upon completing his electrical and mechanical course accepted a position with the Thompson & Houston Electrical Company at Lynn. He fitted himself especially for electrical engineering and construction. He was first superintendent of the Lowell, Massachusetts street railway, then became general manager of the South Shore and Boston lines which had seventy-five miles of mileage. Then he accepted a position with the Stone & Webster Company of Boston. This company operates street railway systems in about twenty-five different cities and the first system Mr. Wells was placed in charge of was the Brockton and Plymouth road. Mr. Wells came to Terre Haute in 1903. The Clinton line has been completed since then and lines are now building to Sullivan, Indiana, and Paris, Illinois. With the new interurban the local system will have one hundred miles of track. Employment is given three hundred and fifty men and improvements are constantly going on under Mr. Wells' direction that will mean a better system than that of any city of its size in the country. Mr. Wells finds his greatest pleasure in inspecting other properties, getting in contact with the most modern electric railway construction ideas, and to sum it all up—he is thoroughly in love with his chosen profession.



WILLIAM C. DOWNING

MR. DOWNING, superintendent of the main line of the Vandalia has one hobby, and that one is "watching the track." He enjoys nothing better than making an inspection trip and doesn't object if he makes the inspeciton as we see him here, seated in the big wicker chair on the observation car. One of his duties is to see that the line is well maintained. This insures the excellent east and west service for which the Vandalia is noted.

The next day after leaving Earlham college at Richmond, Indiana, Mr. Downing started out on his railroad career and he has been at it ever since. Mr. Downing occupies first position in 1885 in the engineering department of the Pennsylvania system. He was identified with the engineering end of railroading on the different divisions of the company until 1901, when he was promoted to the superintendency of the Peoria division of the Vandalia. He evidently made an excellent impression with the officials farther up, for it was but a few months later until he was transferred to his present place as superintendent of the main line. Mr. Downing's position brings him in direct contact with practically all of the trainmen on the main line. He feels an interest in their welfare and success and naturally is one of the most popular superintendents that the main line has ever had.

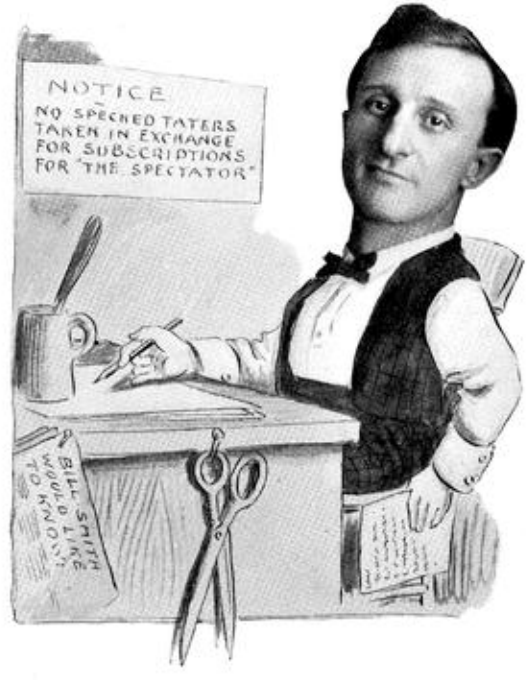
Mr. Downing is a native of Richmond, Indiana, having been born in that Quaker city in 1865. There is just a little bit of the Quaker stock in Mr. Downing. He first came to Terre Haute in 1896, from St. Louis and joined the Vandalia family here. Railroad work affords little time for the indulgence of fads and hobbies, so Mr. Downing finds his greatest pleasure in his work. He enjoys hunting as a recreation. He is a Mason and a member of the Knights Templar at Richmond.

JOHN C. RUTHERFORD

TIRING of the tall uncut timber in the northern part of Ontario, the subject of this sketch early hastened to the close-cropped lawns of civilization. He boarded a train for Ontario and when he reached the metropolis of the king's dominion began looking for employment. His fate was sealed when he entered the printing offices for a canny old Scotchman and applied for a position. He wanted to set type immediately, but as his early education had been somewhat meager owing to the scarcity of school houses in his home locality, he first washed rollers, fed presses and attended night school, before he began to master the art preservative.

When he had learned the difference between a "type louse" and a slug, he crossed the line, first settling in Michigan. He had an all-round experience on a country weekly and had visions of running a daily paper. One was for sale cheap in Indiana, at Bluffton. Mr. Rutherford and a brother ran this paper until its ribs began sticking out. It was carefully nursed and immense quantities of oxygen administered to it, but without avail. The paper died a natural death. There was no field in Bluffton and none could be created. It was then that Mr. Rutherford came to Terre Haute. He began his newspaper career here on the old Express and was its city editor for several years. He is handy with the shears and can get out more copy without the aid of an onion than any other newspaper man in the town. Incidentally, Mr. Rutherford has a nose for news, which is also quite essential.

Three years ago he left the daily field to enter the job printing business. He is also associated with Don M. Nixon as a partner in the editing and ownership of the Spectator, a newsy weekly sheet that fills a place in hundreds of homes every Saturday. Mr. Rutherford was one of the men instrumental in the establishment of the Daily Tribune, aiding in the securing of its circulation before a single copy of the paper was off the press, later being employed in the editorial department.



EDWARD REISS

WE see Dr. Reiss here just as he has completed the extraction of a big molar from the jaw of a patient who has been led to believe that there is no such thing as painless dentistry. Dr. Reiss has the reputation and deserves it, of being the only "painless puller" in the world. Patients have to be restrained from getting all of their teeth drawn after the doctor has extracted just one. He is not anxious to pull every tooth, for a few of them have to be filled and crowned. The dentist of the present day is a beautifier of faces and if it is a gold filling or a crown that the doctor gives you, it will be a real pleasure during the years that follow for you to view your smiling and sparkling reflection in any mirror that chances to be handy. It is then that you love the dentist.

Dr. Reiss is a Sucker, but in name only. He was born in Shelbyville, Illinois, in 1876, the same year that Philadelphia held the Centennial. He was graduated from the high school there and then attended the University of Kentucky, where he received a diploma from the dental department. Dr. Reiss then decided to locate in Terre Haute, and could not have selected a better town. He has met with splendid success.

Shortly after his graduation at Louisville he was united in marriage with a Louisville girl, Miss May Bollinger. Two children, a boy and a girl, add to the happiness of the doctor's home. His great fad is floriculture and the doctor is never happier than when he is cultivating his American Beauty roses or Thomas Lawson carnations. He likes gardening, too, and supplies his table with vegetables that he cares for himself in the early hours of morning and at sundown. Dr. Reiss is a member of Masonic lodge No. 19 and the Knights of Pythias, Occidental lodge.

JOHN E. BEGGS

THE paddle upon which Mr. Beggs is leaning is an instrument of hard manual labor, and has been used many a time by its owner. This is the selfsame paddle, made of hard sugar wood, that Mr. Beggs used when he bade the folks at home good-bye and started off to Covington, Kentucky, intent upon making the world yield him the living which it owed. While Mr. Beggs was using this paddle to good advantage in making distillery yeast, he became just a little bit better in this particular line than a great many others, and as a consequence paddled his own canoe along in good shape. It wasn't so much the physical effort required in making the yeast, as it was in "knowing how," and this is really the secret of success. Mr. Beggs found the secret and nobody regrets it, because he is a good fellow and deserving.

Mr. Beggs was born at Laurel, Indiana, in 1861, and moved to Shelbyville while yet a small boy. Upon graduating from the high school he entered the business in which his father, the late John Beggs, had made such a distinct success. He was located in Cincinnati and Chicago in the distilling business before coming to Terre Haute in 1886. He was first connected with the Wabash distillery and later superintended the construction of the Majestic plant. Mr. Beggs was instrumental in the building of the Commercial Distillery, one of the finest and largest independent plants in the world. He is president and general manager of the Commercial Distilling Company.

Mr. Beggs is one of the best known and best liked citizens of the town. The social side of his nature is well developed and his acquaintance is extensive in other cities. He is one of the best informed men in the country in the distilling business. Mr. Beggs is a member of the local lodge of Elks and is a thorough and loyal Terre Hautean.

ELLSWORTH LAWRENCE

MR. LAWRENCE is not necessarily a gloomy man because he is a manufacturer of caskets. They are essential to the welfare of the living and Mr. Lawrence is very much interested in seeing that he makes a living by honest labor. The demand for the output of the factory depends largely on the mortality and Mr. Lawrence never speculates about the future. He is bound to sell a casket every once in a while and doesn't worry. It's a matter that's up to the public.

Mr. Lawrence was born right near the line that divides Clay and Vigo counties, only it happened that the momentuous event took place in Clay county. As the metropolis of Vigo county was the nearest, Mr. Lawrence was really never a Clay county man in the fullest sense of the word. He had some experience in coralling the lowing kine at night and in following the cultivator before he attended the Terre Haute high school. He was graduated from this institution and then became a full fledged resident of Terre Haute. He learned his trade at the plant of the Central Manufacturing Company, and was in the casket department seven years. He next assisted in the organization of the Terre Haute Casket Company, becoming secretary and manager of the factory.

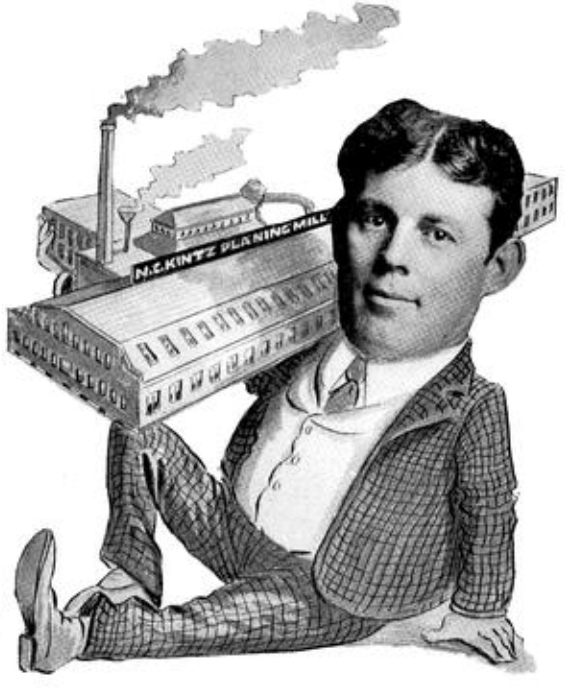
Mr. Lawrence is an enthusiastic member of the Knights of Pythias and belongs to Paul Revere lodge. He is interested in the Uniform Rank Company, No. 83, and is its first lieutenant.

NORBERT C. KINTZ

FROM the time Mr. Kintz was a boy and used to play on rafts in the old canal at Tenth and Walnut streets he has had an ambition to possess a planing mill that would be a model in every respect. Since he has accomplished largely what he started out to do, we can pardon his pride in the matter. Mr. Kintz and his mill are almost inseparable, so the artist has associated them here.

Mr. P. C. Kintz, father of the subject of this sketch, was in the contracting business in Terre Haute for a good many years and the son followed in his footsteps. Mr. Kintz's first work was in the contracting line and he did not engage in the manufacturing end of the lumber business until 1895, when he started the plaining mill at Tenth and Crawford streets. With an increasing volume of business and feeling the need of better facilities, Mr. Kintz began planning for the erection of a new mill which would be one of the most complete in the country. His present factory was erected in 1901. Its equipment throughout is most thorough and the machinery facilities remarkable. Economy in time and labor was aimed at, and as a consequnece everything in the mill is of the most modern construction. Doors, sash, office fixtures, and special furniture work is turned out and the plant is one of the busiest in the city.

Besides being proprietor of the mill, Mr. Kintz is vice-president and general manager of the Vigo Lumber Company. With his time pretty well occupied, Mr. Kintz enjoys a baseball game pretty well and is a great lover of the driving horse. He is an Elk, a member of the Knights of Columbus and the Travelers Protective Association.



INDEX

	PAGE
Abbott, C. U.	191
Akers, M. P.	264
Albrecht, W. H., J.	114
Alden, E. G.	284
Arnett, W. L.	247
Arp, W. C.	296
Ball, S. F.	6
Ball, W. C.	147
Ballantine, J. W.	164
Barcus, J. S.	248
Batt, C. S.	57
Baur, A. V.	52
Beal, F. W.	266
Beasley, J. T.	252
Beggs, H. W.	286
Beggs, J. E.	301
Beggs, T. G.	163
Bell, Dr. W. E.	84
Berry, W. H.	146
Bidaman, E. J.	5
Bindley, Norman	116
Blair, W. P.	199
Bledsoe, L. D.	83
Bogart, P. N.	262
Boggs, Harry	203
Boor, Dr. M. A.	216
Bowers, C. G.	27
Boyll, W. H.	249
Bresett, S. J.	209
Briggs, Herbert	204
Bronson, D. R.	28
Bronson, H. O.	63
Brown, S. C.	256
Brown, W. W.	74
Bryant, E. R.	68
Buckingham, F. M.	238
Budd, J. E.	136
Budd, S. C.	214
Butler, L. C.	37
Caldwell, U. A.	178
Campbell, F. L.	154
Catlin, R. H.	121
Cavins, A. G.	246
Cheek, Dr. J. H.	118
Clark, William	77
Cleary, J. J.	152
Clift, F. M.	22
Combs, Dr. M. R.	244
Condit, H. A.	66
Connelly, J. R.	215
Conrath, Frank	90
Cooper, J. A., Jr.	43
Cowan, E. B.	91
Cox, J. E.	123
Cox, J. S.	184
Cox, W. N.	106
Crane, G. M.	254
Crawford, F. C.	225
Crawford, J. A.	234
Crawford, J. L.	165
Cronin, W. F.	231
Dailey, J. A.	124
Davis, C. E.	110
Davis, C. S.	128
Davis, D. N.	126
Davis, G.	97
Davis, J. L.	255
Davis, O. D.	76
Denehie, J. W.	85
Derry, O. G.	18
Dix, G. O.	220
Doak, W. C.	275
Dorsey, W. C.	229
Downing, W. C.	298
Dudley, A. W.	104
Duenweg, W. S.	269
Duffin, C. R.	8
Duncan, W. H.	39
Dunkin, F. M.	87
Ehrmann, C. H.	34
Elder, J. G.	30
Ely, W. G.	172
Eppert, W. E.	283
Fagan, J. J.	185
Failey, B. F.	261
Fairbanks, Crawford	12
Fairbanks, E. P.	272
Faris, G. W.	196
Farrington, G. E.	101
Fasig, Daniel	282
Filbeck, Nicholas	7
Filbeck, R. N.	125
Finkelstein, J. R.	177

	PAGE
Fisbeck, F. C.	72
Fleming, C. J.	288
Foley, P. M.	289
Fortune, E. R.	150
Foster, A. Z.	253
Fox, Charles	111
Freeman, W. J.	280
Gagg, G. A.	259
Gartland, P. V.	201
Gilbert, F. L.	64
Goldman, B. A.	103
Goldsmith, A. F.	142
Goldsmith, F. C.	260
Goodman, M. T.	80
Gray, S. E.	13
Greenburg, S. T.	188
Grosjean, C. F.	189
Gwinn, D. R.	223
Haggerty, P. W., Jr.	75
Halstead, W. L.	211
Hamilton, W. K.	129
Hammerstein, C. G.	212
Hampton, Harry	158
Hartenfels, C. L.	88
Haupt, C. F.	61
Hedges, J. M.	227
Hendrich, W. E., Jr.	271
Henry, D. W.	16
Herz, A.	14
Herz, M. E.	277
Hice, W. B.	107
Hidden, M. T.	23
Higgins, A. M.	210
Hoerman, F. E.	243
Hoffman, G. W.	46
Hoffman, G. W. J.	119
Holden, J. C.	208
Holloway, G. G.	131
Hornung, O. C.	213
Horsley, W. E.	79
Hughes, L. G.	65
Hulman, Herman, Jr.	42
Hunter, C. R.	54
Hussey, Warren	198
Hutton, H. H.	56
Jamison, C. B.	38
Jenckes, J. S., Jr.	224
Jenkins, Dr. W. O.	86
Jones, F. B.	102
Kaufman, W. W.	273
Kehoe, T. M.	29
Kelley, C. A.	171
Kidder, N. S.	115
Kiefner, E. A.	153
Kinser, H. L.	217
Kinser, W. J.	132
Kintz, C. J.	181
Kintz, N. C.	303
Kirk, C. E.	26
Klug, J. G.	291
Krietenstein, G. W.	50
Lamb, J. E.	9
Landrum, J. W.	135
Larkins, Dr. E. L.	233
Lawrence, Ellsworth	302
Lawrence, M. R.	237
Layman, E. W.	161
Lee, H. A.	53
Leonard, E. F.	35
LeTellier, A. A.	130
Link, M. M.	81
Lints, G. M.	250
McAllister, E. B.	40
McCabe, C. F.	92
McCall, Dr. James	143
McKeen, C. E.	20
McKeen, Frank	11
McKeen, S. C.	279
McKeen, W. R.	15
McKeever, W. E.	195
McNamara, T. E.	207
McNutt, F. A.	290
McPeak, J. M.	59
McPeak, W. L.	109
Madison, J. S.	49
Maier, George	193
Marshall C. W.	202
Mattox, Dr. W. R.	228
Mayer, H. A.	70
Mechling, J. E.	258
Meginnes, H. E.	265
Mewhinney, C. A.	226
Mewhinney, O. C.	239
Meyers, Marx	67
Meyers, W. M.	82
Miller, A. L.	251
Miller, C. A.	170
Miller, F. B.	175
Miller, F. H.	24

	PAGE
Miller, J. H.	162
Miller, R. O.	230
Milks, J. E.	122
Moorhead, Dr. T. W.	99
Morris, G. G.	48
Morris, W. H.	222
Mottier, H. A.	274
Nattkemper, G. J.	186
Neukom, Adolph	151
Neukom, Henry	41
Newton, R. V.	156
Nichols, Dr. W. A.	44
Nichoson, A. G.	276
Norris, A. R.	194
O'Brien, Edward	287
Paddock, J. R.	17
Paige, W. R.	180
Parker, T. A.	21
Parks, J. W.	240
Parsons, W. W.	281
Patton, Dr. Charles	187
Payne, C. H.	96
Pendleton, A. D.	183
Penn, William	98
Peyton, J. E.	235
Peyton, W. P.	94
Pfau, A. L.	108
Piety, J. E.	241
Piety, J. O.	206
Prager, Samuel	232
Pugh, C. G.	117
Raidy, O. E.	140
Ray, F. W.	218
Ray, W. P.	245
Ray, W. W.	174
Reiman, E. E.	36
Reiss, Dr. Edward	300
Reading, I. G.	95
Reagan, D. E.	71
Reynolds, C. G.	58
Rhodes, E. C.	190
Richards, B. J.	60
Richardson, I. W., Jr.	112
Riddle, J. I.	148
Reihm, G. J.	120
Rodenbeck, E. F.	62
Roney, W. S.	263
Root, C. J.	182
Roseman, H. H.	113
Rossell, G. C.	168
Royse, H. E.	78
Royse, S. D.	236
Rutherford, J. C.	299
Ryan, F. M.	278
Schaal, G. A., Jr.	32
Schell, Dr. Walker	285
Schloss, H. T.	138
Segar, S. L.	73
Shaley, Dr. F. W.	270
Shaw, J. G.	55
Shirkie, H. H.	157
Smith, A. N.	176
Smith, F. B.	221
Smith, J. L.	89
Smith, L. D.	33
Snider, Robert	294
South, E. E.	69
Spang, H. M.	45
Sparks, E. M.	257
Steeg, D. B.	159
Steeg, H. C.	19
Steele, M. A.	137
Steele, W. B.	149
Steen, A. J.	293
Swango, J. H.	133
Tabor, Dr. F. A.	93
Talley, H. B.	200
Thickstun, G. E.	267
Thompson, H. G.	145
Thompson, R. B.	160
Townley, H. P.	141
Tyler, C. L.	25
Tune, H. E.	47
Uffenheimer, Sigmund	144
Urban, C. A.	192
Vannier, H. E.	105
Vaughan, A. W.	167
Vaughan, Dr. J. C.	179
Vickroy, J. M.	31
Walker, J. T.	292
Wallace, H. S.	169
Walsh, E. J.	205
Walsh, J. B.	155
Walsh, Maurice	268
Watson, D. L.	134
Weber, H. E.	219
Webster, B. T.	166
Weinstein, L. E.	127
Weinstein, R. A.	139

	PAGE
Wells, G. F.	297
Whitaker, W. J.	100
White, J. N.	197
Wiley, W. H.	10
Williams, H. L.	51
Wood, D. R.	173
Woodburn, T. R.	242
Yung, Dr. Rudolph	295

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